Library
of the
University of Toronto

Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

http://archive.org/details/cangrocerjanmar1916toro

FEATURING IN THIS ISSUE—RETAIL BUSINESS IN 1915

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JANUARY 7, 1916 No. 1

Welch's

"The National Drink"

Welch's is a product that is rapidly gaining in favor with the Canadian public. It is the unfermented juice of choicest Ontario Concords with no chemicals added. It is backed by strong advertising. It repeats.

Welch travellers and jobbers are now booking orders for Spring delivery. Place your order now and insure getting display material.

Sold by leading jobbers.

The Welch Co., Limited

St. Catharines, - - Ontario

11 x 22 six-color display card mailed on application.

The World's Finest Seedless Raisins

"IDEAL"—"NOT-A-SEED"

Grown and Packed in California

They're ready for your finest Christmas trade with their sun-cured wholesomeness, their fine quality—clean and dry (not processed).

These raisins are used in millions of homes and have given absolute satisfaction for over twenty years.

YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM.

Put up only in this Package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CANADIAN AGENTS:

Eugene Moore, Toronto, Canada.
Kelly-Douglas Co., Vancouver, B.C.
Nicholson & Bain, Winnipeg, Canada
Universal Importing Co., Montreal, Que.

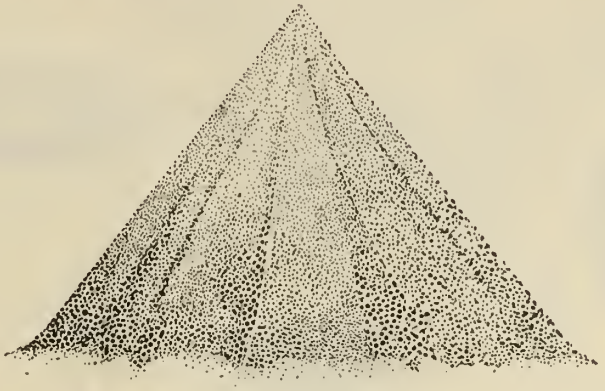
Libby's Food Products

You can be grocer to the best class of trade by showing Libby's goods and talking the quality points of the many Libby varieties.

Libby, McNeill & Libby, Ltd., of Canada

Guelph, Ontario

A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of

Broken Bags, Down Weights
Improper Handling

it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

LANTIC SUGAR
In Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in

Packages that sell,
Packages that are attractive,
Packages that are modern,
Packages that satisfy?

Order through your jobber a trial order of Lantic Original Packages. Put up in 2 and 5-lb. cartons and 10 and 20-lb. bags.

ATLANTIC SUGAR REFINERIES, LIMITED
MONTREAL

The Best Only

Griffin's Asparagus

The delicate, tender deliciousness of Griffin's Asparagus places it in a class with the fresh cut article. Its quality is unrivalled in the canned goods.

Griffin's Raisins

—the finest in the land —only the choicest selected fruits. Sold under these brands: "Griffin's Premier," "Griffin," "Gold Bar," "G & S," "Griffin's Choice," "Easter," "Silver," "Griffin's Selection," "Dragon."

Griffin's

—the brand of sterling value

You can unhesitatingly recommend any line bearing the name "Griffin." Keep "Griffin" goods before your trade, display them, put them for better business.

Always the Best

BORDEN MILK Co. LIMITED
"EAGLE BRAND"
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Decide now

At the threshold of 1916 to bend every effort towards making it the most productive and prosperous year in your business.

Selling the *Borden Lines* with their well-established popularity, inimitable flavor, and sweet wholesomeness, will be one step towards a bigger 1916 turnover.

Borden's are no newcomers. They are favorably known from Coast to Coast. A display in window or on sales counter never fails to pull profitable results.

Feature Borden's then, and count on your share of the year's prosperity.

Borden Milk Co., Limited

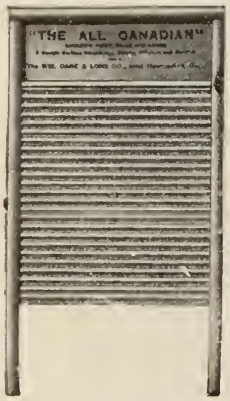
Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

Made to wear best where the wear is hardest

The long-wearing service which distinguishes the **New All-Canadian, All-Wooden Washboard** is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.



This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c, a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

The Wm. Cane & Sons Company
Limited

Newmarket, Ont.

"Cow Brand" success is never doubted

Housewives have absolute confidence in the baking results when they use **Cow Brand Soda.** For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT
Limited

Manufacturers
MONTREAL

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing of

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

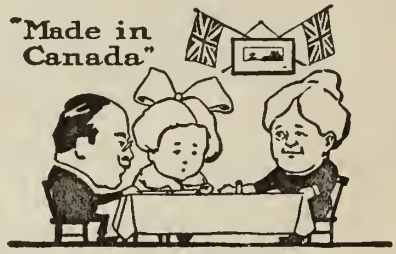
The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:
R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.



The One Price Line is The Square Price Line

Manufacturers who try to deal direct with the retailers don't always give special prices to one grocer only. You may be sure of that.

Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

"WINDSOR" AND "REGAL" SALT

are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" and "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" and "REGAL." Is it worth the trial, and the risk, of offending so many of your good customers?

The Canadian Salt Co., Limited

Windsor, Ont.

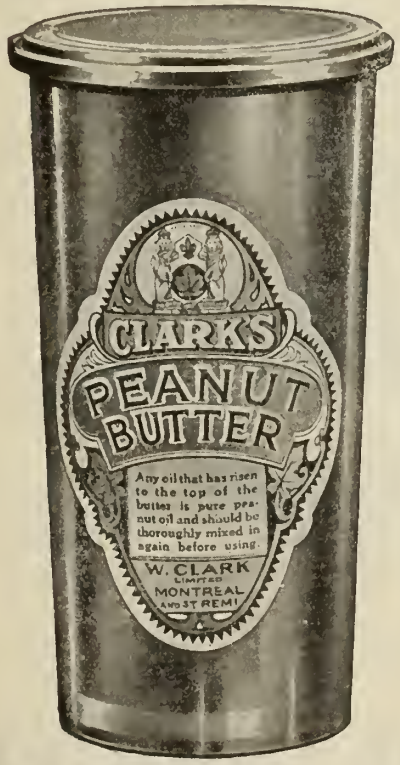
CLARK'S SOUPS

Highly Concentrated, Absolutely Pure and Prepared from the Very Finest Ingredients

The quality is there, selling price is popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON

MADE IN CANADA


CLARK'S
PEANUT
BUTTER
Any oil that has risen to the top of the butter is pure peanut oil and should be thoroughly mixed in again before using.
W. CLARK
LIMITED
MONTREAL

Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

W.CLARK, Ltd. MONTREAL

Clark's

Where Quality Is Appreciated

Nothing quite so good as E.D.S. Jam after the route march of the soldier in training

The popular verdict of the Canadian and British soldier alike is that E.D.S. Jams are good, and even some of them say they are the best.

Suffice it to say that they are at least as good as the best, being made from the finest of fresh, ripe, fine quality fruits, purest spring water and the best granulated sugar procurable.

E.D.S. Quality is appreciated everywhere—in the home, in the barracks, in the trenches. Its quality and fine flavor are your big selling points.

Make a display of E.D.S. Jams to-day, using the various sizes of jars and pails. Introduce the five-pound pail to the thrifty housewife.

Order your supply now.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Every can of "Aylmer" Brand Jams contains but one quality —the best

And because of this, Aylmer Brand gives that unqualified satisfaction which makes of it everywhere a rapid-moving and profitable stock to handle.

Aylmer Brand Jams are characterized by a deliciously appetizing and natural flavor which is obtained only by selecting the very best pick of the Season's fruit crop, and using nothing but the purest Cane Sugar for sweetening purposes.

The hermetically sealed airtight containers guarantee contents being absolutely fresh and pure —a fact which your customers will quickly appreciate.

Are you one of the many dealers handling Aylmer Brand Goods? If not, try them now.

Dominion Canners Limited

HAMILTON :: :: :: ONTARIO

Are you Satisfied?

Is your stock of canned sea foods pulling the kind of results that keeps your cash drawer filled? Or do they seem to lack the qualities that mean steady, continuous sales and spell "profit" and bigger business?

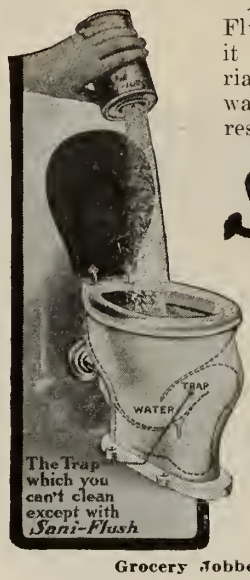
Brunswick Brand SEA FOODS

give mutual satisfaction to dealer and customer. Their quality is guaranteed by the most careful selection and the most modern equipment.

STOCK "BRUNSWICK BRAND" FOR BIGGER WINTER FISH SALES.

Connors Bros., Limited
BLACK'S HARBOR, N.B.

Economy



A careful housekeeper uses Sani-Flush to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.

Sani-Flush

is made exclusively for this purpose. It cleans toilet bowls quickly and thoroughly. It does one thing and does it well. Save your customers expense—make extra profit for yourself by selling Sani-Flush.

The Hygienic Products Co.
Canton, Ohio, U S.A.

Grocery Jobbers who sell Sani-Flush:

ONTARIO
John Sloan & Co., Berlin.
Geo. Watt & Son, Ltd., Brantford.
Gilmour & Co., Brockville.
Macpherson, Glassco & Co., Hamilton.
Edward Adams & Co., Ltd., London.
The F. J. Castle Co., Ltd., Ottawa.
Perkins, Ince & Co., Peterboro.
T. Kenny & Co., Ltd., Sarnia.
W. H. Gillard & Co., Sault Ste. Marie.
H. P. Eckardt & Co., Toronto.
Perkins, Ince & Co., Toronto.
Eby-Blain, Ltd., Toronto.
J. F. Smyth Co., Windsor.

MANITOBA
The Codville Co., Ltd., Brandon.
The Codville Co., Ltd., Winnipeg.
The G. McLean Co., Winnipeg.
Campbell Bros. & Wilson, Winnipeg.
Walter Woods Co., Winnipeg.

SASKATCHEWAN.
A. Macdonald Co., Saskatoon.

ALBERTA
Revillon Wholesale, Ltd., Edmonton.

BRITISH COLUMBIA
The Hudson's Bay Co., Vancouver.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

GIPSY

Stove Gloss

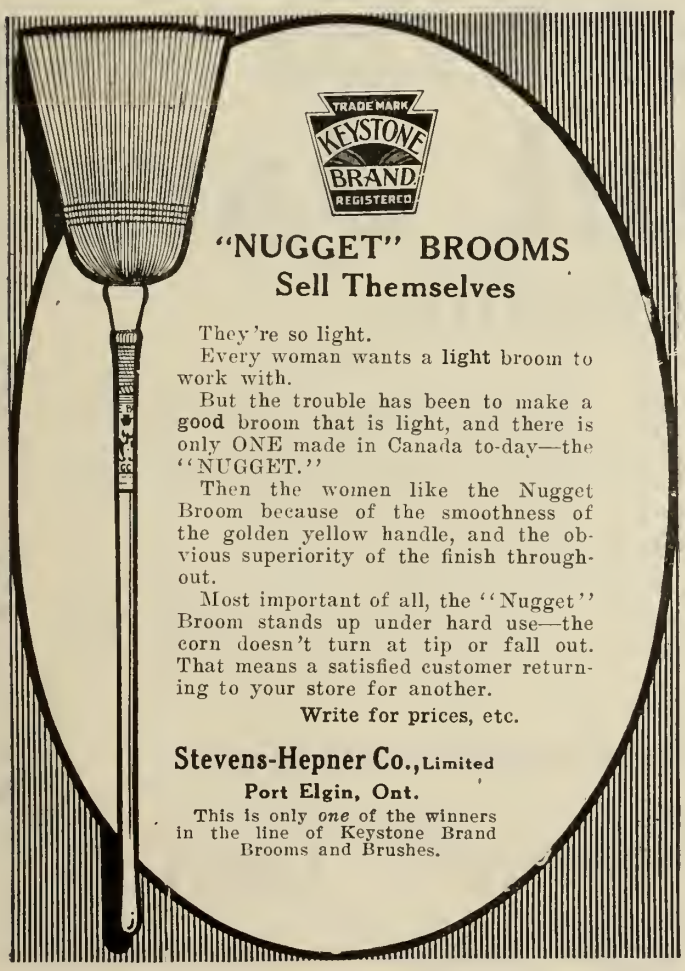
is always found in the stores of the most enterprising merchants. That is because they know the expansion of their business is indissolubly bound up with the quality of the goods they sell.

Order from your Wholesaler.

HARGREAVES (CANADA.) LIMITED,

33, Front Street E., TORONTO

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.



"NUGGET" BROOMS
Sell Themselves

They're so light.

Every woman wants a **light** broom to work with.

But the trouble has been to make a **good** broom that is light, and there is only ONE made in Canada to-day—the "NUGGET."

Then the women like the Nugget Broom because of the smoothness of the golden yellow handle, and the obvious superiority of the finish throughout.

Most important of all, the "Nugget" Broom stands up under hard use—the corn doesn't turn at tip or fall out. That means a satisfied customer returning to your store for another.

Write for prices, etc.

Stevens-Hepner Co., Limited

Port Elgin, Ont.

This is only *one* of the winners in the line of Keystone Brand Brooms and Brushes.

Big Business For 1916

The biggest selling line you can handle in 1916 will be

O-Cedar Polish

(Made in Canada)

Our 1916 advertising campaign will be bigger and better than ever. Every woman in Canada will read our ads. and will want O-Cedar. Be ready to meet the demand.

ORDER FROM YOUR JOBBER

CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue **TORONTO**

A user of Chase & Sanborn's brands is not merely discriminating in his taste for coffee. He is also a buyer of all kinds of high-grade groceries.

CHASE & SANBORN
MONTREAL

Buy Fruit Jars

MADE IN CANADA

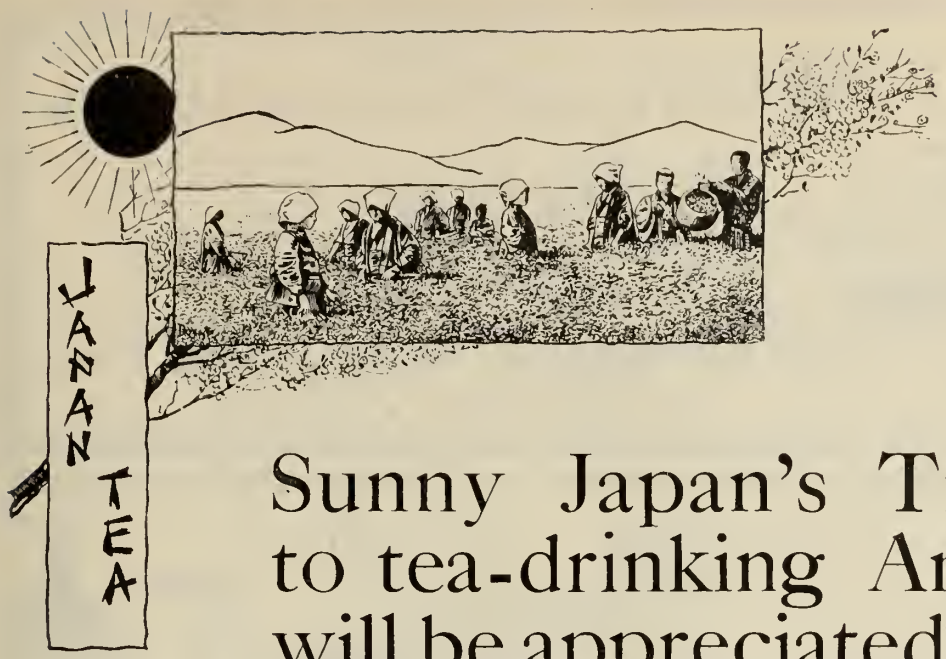
And by so doing the Canadian Grocer helps the Canadian Workman to keep the Canadian Factories running.

BE LOYAL

American Jars are being offered. Why buy? Our full guarantee stands behind the

Crown, Perfect Seal, and Improved Gem.

DOMINION GLASS COMPANY, LIMITED



Sunny Japan's Tribute to tea-drinking America will be appreciated in the fine, satisfying flavor of

JAPAN TEA

You are being assisted in creating more sales and better business through the Japan Tea consumer publicity in magazines, newspapers, etc.

Let Mrs. Canada know that you sell her old favorite by displaying it in your windows.

Order Your Stock Through the Wholesaler.

Tartan BRAND

THE SIGN OF PURITY

Where service counts

During the past year, when close buying and small stocks was the order of the day, the Tartan Brand service has been most appreciated by the Canadian trade.

We extend thanks to our patrons for their support and wish all a bumper business throughout the new year. We hope to deserve your continued patronage in 1916.

Balfour, Smye & Co., Hamilton, Can.

WHOLESALE MANUFACTURING GROCERS.

Every sip a delight

So convenient, so economical. Made instantly by simply adding boiling water. No delay, no trouble. A most excellent seller.

Your customers will appreciate the superior quality, flavor, strength and aroma of

SYMINGTON'S COFFEE ESSENCE

Regd Trade Mark

THOS. SYMINGTON & CO.
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg — Messrs. Shallcross, Macaulay & Co.

The Quality tells

When you sell

Leacock's Molasses

Extra Fancy
and Extra Choice

you guarantee your customer that satisfaction which will eventually mean bigger sales and better profits for you.

These high-grade Molasses are produced at Barbados, and possess a quality unsurpassed—the kind that brings the housewife back again.

Order a stock of Leacock's today.

Leacock & Company

EXPORTERS OF HIGHEST GRADE OF MOLASSES

BARBADOS, B.W.I.

Have you got it on your shelves?

Wonderful Soap, the popular all-round cleanser in the neat red wrapper, is a proven quick-selling line which you cannot afford to omit from your stock.

Stock up with a good supply of this housewife's favorite. It not only produces quick initial sales, but the satisfaction it produces means repeat business and a better filled cash drawer.

Guelph Soap Co.

GUELPH, ONTARIO

May We Suggest

Your starting the New Year right by using only the best articles.

St. Lawrence Granulated

is the best STANDARD of QUALITY.

Furnivall's FINE FRUIT PURE JAM

– a combination of carefully selected fruit and pure cane sugar.

It leads because of its incomparable quality.

Agents: **Ontario**—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

Furnivall-New
LIMITED
Hamilton, Ontario

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

BESIEGED!!

WITH ORDERS

OUR LINE HAS INTERESTED MERCHANTS!! MANUFACTURERS' AGENTS!! AND JOBBERS!!

THROUGHOUT THE DOMINION.

Increased business has forced us into larger factory, equipped with modern machinery and facilities to supply the demand.

"CANADA SOUPS"

are made in 16 varieties—put up in dressy packages, and retails at 5c. Absolutely distinct in flavors, containing required food values.

5 BOWLS

5 CENTS

Canada Foods, Limited, Toronto

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

We Wish You All
A Prosperous New Year.
Accept our thanks for the abundance of orders sent us last year.
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO ONTARIO

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

ATTENTION: Warehouse Men and Commission Merchants
We have a splendid warehouse. Our traveler covers this district monthly. We want good selling lines to handle on consignment. Write us to-day.
References: Fernie Fort Steele Brewing Co., Fernie, B.C.; W. B. Cigar Factory, Rossland, B.C.; Royal Bank of Canada.
NELSON CLUB CIGAR CO., Ltd.
Nelson, B.C., P.O. Box 701

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.
Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager Western Canada
TORONTO

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

The Robert Gillespie Co.
Broker and importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing. Truckage. Every facility for handling goods quick.
123 Bannatyne Avenue, Winnipeg.
Correspondence invited.

Safe Investments
The Financial Post of Canada is the recognized authority on Canadian investments.
Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.
The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.
The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

because it largely consists of the rich, full-bodied Assam Indian Teas.

MINCE MEAT

WE are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs
40-lb. Kegs
20-lb. Kegs
5-lb. Tins

F. W. FEARMAN CO., Limited
HAMILTON

The three big reasons why you

as an aggressive and wide-awake dealer should enlist the "Eureka" Refrigerator in your selling forces are **Economy, Absolute Safety** and **Superior Display.**

The scientific application of the knowledge acquired through more than a quarter century's manufacture of refrigerators, makes the Eureka the most practical refrigerator on the market to-day.

We want to tell you all about our distinct and peculiar air circulation system and the many other exclusive features of the "Eureka."

A post-card will bring you full particulars.

Eureka Refrigerator Company

31 Brock Avenue **Limited** **TORONTO**

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Robinson's "Patent" Barley

—The very best food for weak and impaired digestions—The food for Infants, Mothers, Invalids. Sold by the best grocers throughout Canada.

Order from your wholesaler.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Good Cooks Want

a real high-grade vanilla flavoring for their cakes, puddings and sauces. They are never really satisfied with anything less than

Shirriff's TRUE VANILLA

which is recognized to be Canada's foremost vanilla extract. This is THE EXTRACT that always satisfies. Its QUALITY has stood the test of over 30 years on the market. It is worthy of your highest recommendation.

Imperial Extract Co., Toronto

Steiner and Matilda Sts.

CANADIAN GROCER

VOL. XXX TORONTO, JANUARY 7, 1916 No. 1

Retailers Had Great Year

End of Nineteen Fifteen Sees Them in Splendid Position as Regards Business Turnover — Christmas Trade Generally Fine and Ahead of Previous Year—Adverse Effects of War Have Gone or Are Fast Disappearing—Bright 1916 in Store

ONE of the big surprises of nineteen fifteen was the splendid business that it brought to the grocery trade. In 1914 there were eight months when there was no war to disturb the minds and the pockets of the people. Yet in 1915, grocery dealers of Canada—as will be seen from the interviews below with representative men in the various provinces—increased their business splendidly over the preceding twelve months, something that was not thought possible upon the dawn of the year that has just passed into history. A few only report business less than 1914, the great majority stating it was better and many say decidedly better.

From the interviews, too, it will be observed that Christmas trade on the whole exceeded that of the previous year; that few if any adverse effects of the war are visible in trade—particularly in the country districts—and also that 1916 prospects are exceedingly bright.

No more encouraging report could possibly be presented at the present time for it shows that the consumer had the money to spend in the past year, and that he has been spending it despite the conditions that war has imposed upon us.

Another significant feature is the splendid tone in which the replies from Western Canada are couched. The good crops there,—or as some style it, "two crops in one"—have had almost a revolutionary effect on business. The future a year ago, to say the least, was of a nebulous character, but the great grain yields and the prices prevailing have transformed things wonderfully, so that the future is looked forward to with the greatest of optimism.

The interviews herewith are assuredly worth while studying:

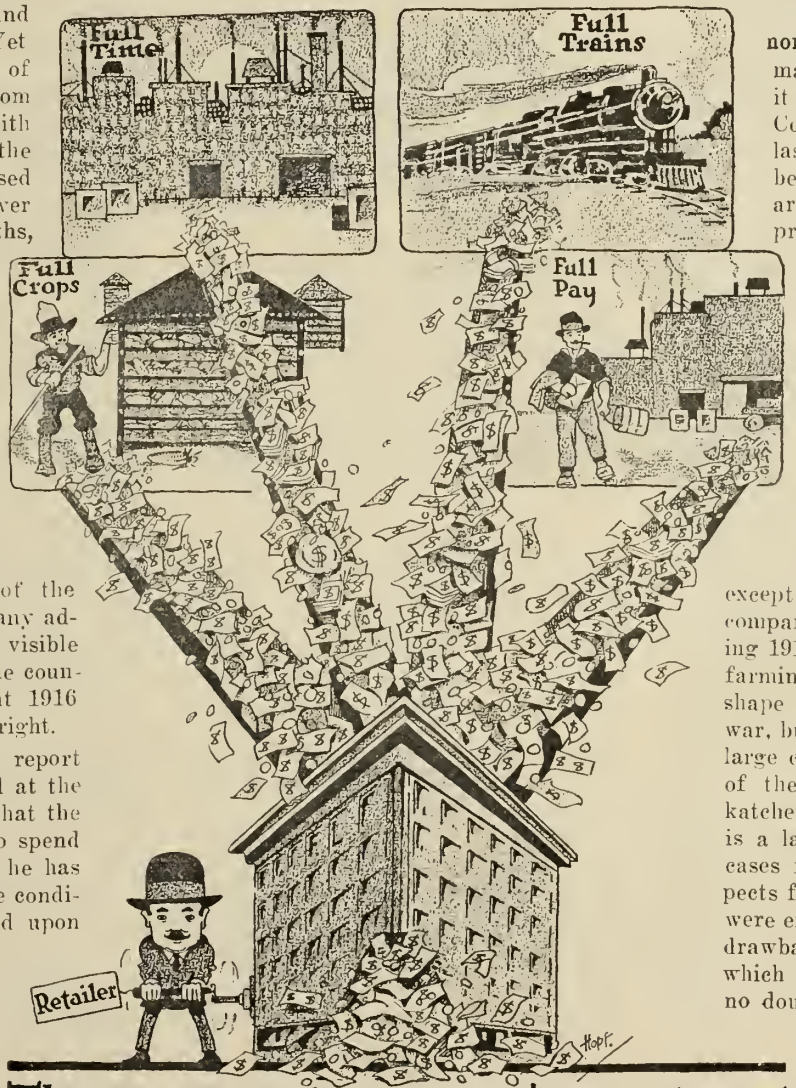
J. C. McFarland & Co., Edmonton, Alta.—"Our Christmas trade was good. Indeed it was very encouraging. Compared with 1914 business last year it was very much better, and while conditions are not just what they were previous to the war, people are much more optimistic than last year. So far as prospects for the coming year are concerned we do not think they could be any better under the existing circumstances."

* * *

Graham & O'Brien, Ft. Saskatchewan, Alta. — "Christmas trade was fair in every department except that of fancy goods, and compared with 1914, business during 1915 was very favorable. The farming districts are in better shape probably as a result of the war, but business in the towns and large cities could be better. Most of the single men in Fort Saskatchewan have enlisted, and there is a lack of employment in some cases for those remaining. Prospects for 1916 are fair. The crops were extra good this year, the only drawback being the lack of cars in which to move the grain, but this no doubt will be overcome in due time."

* * *

W. J. Bragg, Gainsboro, Sask. — "Our Christmas trade was over 50 per cent. better than a year ago, and



—From Dry Goods Economist.

Why the retailer had a good year.

during 1915 business ran about 25 per cent. ahead of the previous year. In fact 1915 was the best year I have had in five years and I do not see that the war has done me any harm so far. I am looking for 1916 to be another good year."

* * *

Woodside's, Ltd., Saskatoon, Sask.—"Our Christmas trade was excellent. Business during 1915 showed a good increase over the previous year, and no doubt would have been greater had the farmers been able to get their wheat off their hands. We believe the adverse effects of the war have disappeared with the exception of trouble of securing some lines of goods. The West certainly experienced a wonderfully prosperous autumn in 1915. Prospects for 1916 could not look better. This city being in the centre of one of the richest grain growing districts in the world cannot help but experience a continuation of the past autumn prosperity."

* * *

Roberts Bros., Cupar, Sask.—"Trade over the Christmas season proved to be quite a lot better than the previous year. and in 1915 we had a decided increase in turnover over 1914. Conditions here are good and apparently the war situation has had no effect locally. Prospects were never better."

* * *

R. P. Eades, Ernfold, Sask.—"Christmas trade this year was ideal, and in 1915 business proved to be about 75 per cent. in advance of 1914. The war does not seem to have had any effect on us at all, except the inconveniences of not getting certain European goods as before. 1916 prospects are good."

* * *

R. Bell, Davidson, Sask.—"Christmas trade here was good and business in 1915 was some 20 per cent. better than the previous year. We could not say definitely that the effects of the war have entirely disappeared, but it is a certainty that the good business prevailing is due to the abnormal crops. Prospects for the coming year are very good. Farmers are looking forward to another good year as they are doing considerable summer fallowing and fall work."

* * *

S. H. Harrop, Craik, Sask.—"Our Christmas trade is better than ever before. and 1915 will show a nice increase over the preceding year. Owing to the excellent crops and good prices being paid for them the adverse effects of the war have practically disappeared. Prospects for the coming year are very good and business is on a much sounder basis."

* * *

P. C. Duncan Co., Ltd., Estevan, Sask. "Christmas trade turned out well. We cannot yet estimate our 1915 trade in comparison with that of 1914 on account of having a special sale the previous year, but we find that ordinary business was better. In the smaller places business does not appear to have been affected by the war. With us it has been good. Prospects are splendid for 1916 because people have the money."

* * *

A. H. Atkinson, Deloraine, Man. —"Christmas trade with us was good, and business during 1915 was better than the previous year. We have not yet experienced any adverse effects from the war. Prospects for us look bright for the coming year."

* * *

Morin & Frere, Cobalt, Ont.—"Considering the decrease in population in this district Christmas trade was very satisfactory. During 1915 business was about one-fifth less than the preceding year, due to slackness in the hardware department and there being very little construction work. The grocery department was too a shade less. Owing to the increase in the price of silver, our mining camps have put us in a better position of late, and we have less people idle in the district. The population, however, decreased considerably since the first of 1915. Prospects for 1916 depend on the market for silver ore. Some mines are going to increase their staff while some others which closed for a few years are opening up again."

* * *

Stillman Gay, Foxboro, Ont.—"Christmas trade was fully equal to any previous year. Our grocery trade in 1915 was as good as in 1914, but the feed business was not quite as good owing to the abundant grain crop. As our trade is principally with farmers we really have felt no adverse effects of the war. Prospects for the coming season are good."

* * *

C. A. Robins, Dunnville, Ont.—"Trade during the Christmas season was a good average, and 1915 was probably about the same as 1914. Some is still showing its effects here, but it is not marked. In regard to the business outlook for 1916 we are very optimistic."

* * *

W. C. Carter, Fesserton, Ont.—"We have had a good Christmas trade—better than previous year. We found that business in 1915 was better the last half of the year. On the whole our sales will show an increase over the preceding year. While we do not think that business is quite back to normal yet, we expect it to be about the same in 1916 as during the past year."

* * *

Arthur Drolet, Quebec, Que.—"We were quite satisfied with the Christmas trade. During the year 1915, I do not think there was much difference with the previous year, although business may not figure out to be quite as good. The war did not interfere very much with business in Quebec Province. Prospects for the future seem to be bright. All of course will depend much on the Allies success."

* * *

B. J. Smith & Son, Coaticook, Que.—"Trade over the Christmas season was almost as good as the average and 1915 business was about as good as the previous year. We find business is good and we find no adverse effects of the year. Prospects for 1916 are good and we see no reason why it should not be a successful business year."

* * *

J. W. Hall, Edmunston, N.B.—"Our town was handicapped somewhat on account of bad roads and no crossing over the St. John river. This made Christmas trade a little quiet, although during 1915 business figures out about the same as the previous year. The war has certainly not had the effect of curtailing business to any marked extent. Under present conditions we see no reason why prospects in 1916 should not be as good as in the past."

* * *

J. O. McDonald, Lake Megantic, Que. —"Better than last is the way we have to designate Christmas trade, and during 1915 business was just about the same as during previous year. While there is still more or less of a conservative influence predominating, which, I would not want to discourage at this time, yet I would say that prospects for the fuure are very good, other than the pulp wood business in view of market conditions."

* * *

Dillion Bros., Halifax, N.S.—"Our Christmas trade was generally better than the previous year, cash sales showing a slight increase. During 1915 business was just as good as the previous year, and when we make our figures up we believe it will be found to be a little better. We think that the adverse effects of the war are over. Collections, however, might be a little better, but prospects for 1916 are very good indeed."

* * *

Blue Bros., Eustis, Que.—"Our Christmas trade was good and we finished 1915 with a fair surplus over the preceding year. We have not felt the effects of the war here at all, and we look forward to good business in the future."

* * *

T. B. Rider & Son, Fitch Bay, Que.—"Our Christmas trade was a little ahead of 1914, and our business during the entire year shows a slight improvement over preceding years. Business as usual holds good here. We are advising reasonable economy and increased efforts in production. Business will be good just as long as farm products keep up."

Andrews & Brunet, Fournier, Ont.—"Trade over the Christmas season was very good and our increase in 1915 over the preceding year will be about $2,000. The war has not affected our business at all, and we look forward to good trade in the year to come."

* * *

C. G. Smith, Earlton, Ont.—"Christmas trade compared favorably with other years and I have found business in 1915 just as good as the preceding year, but probably collections a little harder to make. I think the adverse effects of the war have pretty well disappeared, and prospects for 1916 are certainly fair as there is no need of anyone being out of work."

* * *

E. Barrett, Galt, Ont.—"Our Christmas trade was good and business was about the same in the preceding year with payments a little better. Business with me was not affected to any great extent by war conditions and I look forward to a bright year in Galt as everybody is working."

* * *

C. Southam, Lakeport, Ont.—"Our Christmas trade was about the same as last year, but on the whole business was better than in 1914. We noticed little if any change since the beginning of the war, and we do not think that the war has affected the country districts as much as the city. Business during 1916 looks to us to be at least as good as that of last year."

* * *

Fraser-Viger & Co., Montreal.—"Our Christmas trade was never better. Business during 1915 improved all the time, and the adverse effects following on the outbreak of war are certainly fast disappearing. We see nothing in the future but good business."

* * *

J. J. Doherty, Kinmount, Ont.—"We had a real good Christmas trade during the holiday season, and while we found 1915 business not quite up to 1914, when there were seven months of no war, we find things to-day in much better shape than a year ago. This is especially true with the farmer. We look forward to business as it was in early 1914, and that was our best year in 12 years' business."

* * *

Spence & Sons, Lakefield, Ont.—"Our Christmas trade was about the same as a year ago, but the cash trade was some better. On account of the cement works and lumber mills having closed down in recent years conditions here might be better. This has meant quite a number of working men have moved away. This is a summer resort district. Fall and winter trade have been about equal to that of 1914. On account of not having any ammunition plants here to take the place of those above mentioned, we still feel the effects of the war somewhat, although country trade is just as good. We look forward to 1916 to be as good as usual."

* * *

Oberle Bros., Formosa, Ont.—"Our Christmas trade could not have been better. We are pleased to say that 1915 showed a large increase over business in 1914. So far as we are concerned, there have been no adverse effects of the war in this district. We expect 1916 business to be better than ever."

* * *

James Grocery Co., Brantford, Ont.—"Our Christmas business was the finest we ever had. While the adverse effects of the war may not have altogether disappeared, yet we find 1915 business well ahead of 1914. Prospects for the future are very fair, considering the war conditions. In spite of changes and alterations being made to the store in recent months we have enjoyed an increasing trade and a very satisfactory Christmas. The factories are busy here, but the building trade is, for the time being, somewhat flat. We certainly, however, consider conditions much improved, partly by the splendid crops of the past year, and also because of the revival of trade among the manufacturers by reason of the war."

* * *

M. N. Stephens & Sons, Glencarin, Ont.—"Our business during 1915 was slightly better than 1914, and our Christmas trade was about the same as previous normal years. As our customers are practically all farmers the war has had very little effect on our business. We anticipate just as good a year in 1916 as in 1915."

* * *

Hazell & Dawson, Hamilton, Ont.—"Christmas trade turned out exceedingly well and we find our 1915 business ahead of the previous year. Business has been helped considerably by the manufacture of shells in a number of factories and while they might of course be better employed, this is to be expected during the war. We think that things look much better for the coming year."

* * *

John Sloan, Galt, Ont.—"We found an increase all through the past year over the previous one. Christmas trade, too, was very good, and in our opinion the adverse effects following the outbreak of the war have practically disappeared. Prospects in this district for the coming year are good."

* * *

A. G. McDowell, Dunnville, Ont.—"Christmas trade turned out well and our experience is that the past year was just as good as the previous one. Conditions seem to be improving and we look forward to good business in 1916."

* * *

Chas. Saunders, Kingston, Ont.—"The volume of business in 1915 was about the same as 1914, but profits might have been better. Kingston has been favored with considerable war business, and we expect things will be as good as usual here next year. I think prospects are splendid, and it seems to me that if I do not increase the business it will be my own fault. Christmas trade was just a shade below that of the previous year."

* * *

Robt. Barron Co., Yonge St., Toronto.—"Christmas trade this year was good. We find that since August last there has been quite an improvement over the same period of 1914. The fact that a large number of people are not entertaining as usual is one of the adverse effects of the war which we feel a great deal in our business. While prospects for 1916 are encouraging, one must not forget the large number of young men who are leaving Toronto."

* * *

Murray & Hall, Lennoxville, Que.—"The year 1915 compares very favorably with that of 1914, and we found Christmas trade this year to be good. In our opinion the adverse effects which followed the outbreak of the war have disappeared. Our one loss is that so many men have enlisted from our town, and of course we miss that trade—1916 prospects are certainly good."

* * *

J. S. Henderson, Kingston, Ont.—"Christmas trade this year was very satisfactory, and we had a considerable increase over 1916. Business is good in Kingston. General conditions are still somewhat unsettled and require closer attention than prior to the war. It would not be good policy to assume that the adverse effects of the war have entirely disappeared, as local conditions have to be considered. We look forward to an encouraging year's business."

* * *

T. B. Crothers, Georgetown, Ont.—"Our Christmas trade was about 25 per cent. better than last year. I did not take over this business until August of 1914, so cannot compare the two years. However, December of this year compared with that of last, I found up to the 24th of the month I was $300 ahead. I do not find that the war is having any effect on our business, for, although in some cases people may be curtailing their purchasing, on the whole, things go along pretty smoothly. The prospects for the future in this district look bright if we can get the goods to sell. As you no doubt know we are having considerable difficulty in getting certain stock, and sometimes what we do get is so in-

ferior to what our customers have been using that it takes considerable of our time explaining the reason.''

* * *

W. Buskin, Flesherton, Ont.—''Our 1915 trade was practically as good as 1914, during the first part of which there was no war. Christmas trade was hardly so good as we found the high prices of certain goods in some cases caused people to economize. Prospects for the future are fair.''

* * *

Robt. Dowson, 234 Queen St. E., Toronto.—''Christmas trade was much the same as last year. The first part of 1914 was of course good because there was no war and so volume of business in 1915 was less than the previous year. Overhead expenses were about the same. Our district is composed largely of rooming and boarding houses. We were more or less affected by overseas enlistment, on account of large numbers of men being drawn from our district. Also the stoppage to emigration from the old country was another draw-back to trade. We have experienced a steady improvement during the last three months. Whether the improvement will be accelerated from now on is a question. After the end of the war business should be better.''

* * *

Donald Nicolson, Roncesvalles Ave., Toronto.—''Christmas trade was the best during the past four years. I believe the people had more money to spend, and while during 1915 I had one or two quieter months than the previous year, yet on the whole I am away ahead for the year. My opinion is that we have not yet felt any pinch of the war, but that we shall see some higher prices. During 1916 I don't think we shall see much change, and it may be that some people will cut down their expenses a little.''

* * *

J. McParland, Gananoque, Ont.—''Christmas trade was good. In fact better than last year, and 1915 business was much better than 1914. I believe that the adverse effects of the opening of the war have practically disappeared, and I must say that prospects for 1916 are very bright.''

* * *

Coulonge Supply Co., Fort Coulonge, Que.—''Christmas trade was fairly good, but owing to less lumbering in this district, business was not quite so good in 1915 as the previous year. Farmers are better off in our section having had larger crops and are finding ready sale for all kinds of produce, beef, hogs, etc. It is somewhat too early to predict the future, as lumbering controls the business to a large extent here. At the present time everything looks good.''

What Advertising Has Done for Raisins

Review of the California Raisin Situation Bearing Particularly on 1915 Conditions—Big Production, But Advertising is Working Wonders For The Grower

By W. A. Burrell, California Associated Raisin Co.

We are very pleased to be able to state that the volume of our business in 1915 has been most satisfactory. While the usual conservative feeling that pervaded all business classes, caused purchases to be made in small quantities, sufficient to satisfy the buyers' very immediate needs, the aggregate amount of this business in our line has been greater than ever before in the history of our industry.

While raisins as an article of food have been known almost since the beginning of history, the development of this industry on our continent has been gradual, and very interesting in its growth. As all the raisins produced in North America are grown on a limited area in the immediate vicinity of Fresno, California, we can refer to the industry as Californian.

The California crop 26 years ago was of practically no importance, and the American requirements were satisfied from Europe. However, in 1895 the business had assumed some importance, and the production was about 45,000 tons. This quantity gave a supply actually in excess of the demand, and market complications arose, making it a losing enterprise for the producers. Through co-operative efforts for the next few years, the production and marketing was under control and the business greatly improved over what it was in 1895. A gradually increased consumption was also making a larger demand for the California article, with the result that in due time the production of raisins was a profitable agricultural business. This stimulated a larger planting, with the attending market depression to follow in a few years. A further increased consumption overcame this, and the industry ever since has been characterized by first an apparent overproduction, and then an increased consumption, that has in each case resulted in a demand in excess of the supply. The past few years the industry has again been confronted by an apparent overproduction, which again forced the producers to combine, with the object of controlling the market, and improving the facilities for promoting a larger consumption.

These co-operative efforts have been wonderfully successful, and to-day the raisin industry probably offers the most perfect example of producers' control, of any farming industry in existence. This control has been exercised along legitimate and constructive lines, and has manifested itself particularly in extensive and comprehensive exploitation of raisins, through the medium of advertising, and efficient sales effort.

The result has been to add another proof to the wonderful results that can be accomplished through proper advertising. The consumption of raisins to-day, as a result of this advertising, is tremendously greater than ever before in the history of the industry. The production in 1915 was 125,000 tons—25,000 tons greater than any previous crop, and yet it is going into consumption without the least difficulty, and so rapidly as to now make it evident that the raisin market will be bare in advance of the 1916 crop.

While, as previously stated, the trade has purchased raisins this year conservatively, and only as they were actually needed to take care of consumptive demands, the shipments from October first this season (this is the date the new crop is ready for delivery) to date, have been greater by 22,000 tons than ever before for the corresponding period. It is now evident that the consumption of raisins through continued proper advertising and marketing efforts could be tremendously increased, and as the area now available for additional production is very limited, the indications are that in the future our supply and demand will be so balanced as to maintain the raisin industry on a profitable basis for the producer.

Record Flour Price in 1915

The Figure of $8.20 Was Reached in Montreal For First Patents Manitoba Wheat Flour—Low Price of the Year Was $5.85—High in 1914 Was $6.70, and Low $5.40 — Price of Wheat Controls Flour—Our Flour Chart.

NINETEEN fifteen will go down into history as a year when flour prices reached a record for modern times. While in 1914 the low price of first patents, Manitoba flour on the Montreal market was $5.40 per barrel of two bags, the high price in 1915 was no less than $8.20, or an advance of $2.80 on the barrel.

As all our readers know, the cause of this was of course the war. When hostilities commenced in August 1914, flour was $5.60 per barrel on the Montreal market. At the end of August that year it had gone up to $6.30, and before the end of the year it was $6.70, or more than $1 per barrel increase.

The year 1915 opened with flour at that price. The first week in January, however, it took a 50c advance, the second week 20c more and the third another 20c, making altogether an advance of 90c in the one month. During February there was another 50c advance. In March it eased off somewhat, to $7.80, as will be shown on the accompanying chart, but in April the top of the barrel was almost knocked off by a rise up to $8.20 the high price of the year, and the highest price in many years. From that time to the present there has been a gradual easing off until to-day flour is only $6.50 per barrel. This makes it exactly $1 higher than when war broke out and $1.10 higher than in January of 1914. Compared with January 1915, it is about the same.

FLOUR MARKET IN 1914

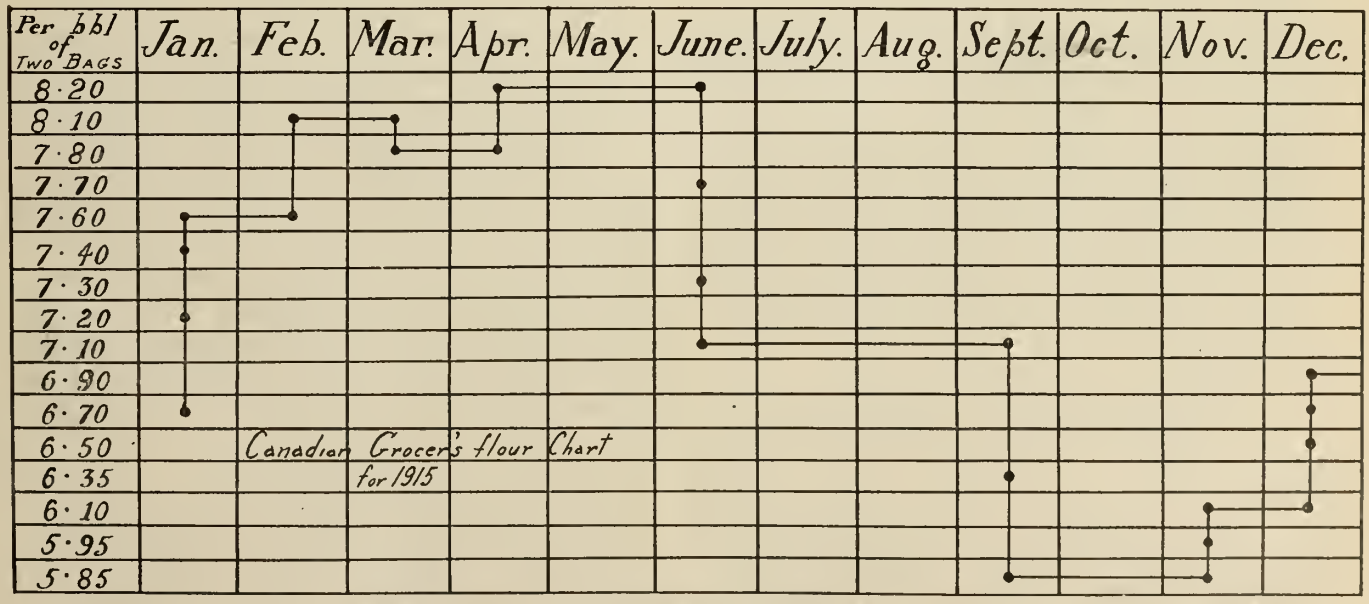
Following table shows the gradual rise in flour prices, first patents, on Montreal market, during 1914:

January	5.40
February	5.40
March	5.60
April	5.60
May	5.60
June	5.60
July	5.60
August 7	5.90
August 14	6.30
September	6.70
October	6.70
November	6.70
December	6.70

Of course the reason for the high price of flour in April was the high price of wheat. On April 23rd, it was reported in Canadian Grocer that wheat was $1.61 on the Winnipeg market and all through May a similarly high price was realized. This kept the price of flour at the high mark during the latter part of April and all of May. Then wheat weakened a little and early in June came a drop of 50c per barrel in flour, following a drop of some 15 or 18 cents per bushel in wheat. From then on wheat declined rapidly, some weeks crumbling 10, 12 and 15 cents per bushel.

The result of this of course was to further reduce the price of flour and on Sept. 10 we announced in Canadian Grocer it had reached the $5.85 per barrel mark. That proved to be the lowest price of the entire year, and was due chiefly to the splendid world crops reported and to the fact that new wheat was coming on the market. This price held all through September and October and early in November came a rise of 10c. This was followed by another one of 15 cents, and then in December came an advance of 40 cents making the price at the end of this year $6.50 per barrel as compared with $6.70 at the end of 1914. The chart accompanying this article shows clearly the advances and declines in flour on the Montreal market for Manitoba First Patents in each month. The panel shows the changes during 1914.

Just what will happen in the flour market between now and the next crop is of course a difficult thing to gauge. If it follows the situation of a year ago, we shall see higher prices before July. Lately, it has been noted that wheat has been advancing slowly but steadily, and if this continues we shall see still higher prices in flour. Export demand is splendid and apparently the market is going to remain firm for the time at least. Whether the wheat crops in the southern hemisphere will have any bearing on the price is yet difficult to say, but for the present it would appear that the market will remain fairly firm.



This chart shows course of Manitoba wheat flour market in Montreal during 1915. High price was $8.20 and low $5.85.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733. Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atahek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX. TORONTO, JANUARY 7, 1916 No. 1

COMFORT STATIONS FOR THE FARMER

A Simcoe, Ont., newspaper touches on an important question in these remarks:

"It seems somewhat strange that rest rooms or comfort stations are not more generally provided in our towns and smaller cities into which farmers and their families drive to trade. Women, especially when children are with them, are often inconvenienced by the lack of such places. When tired with the shopping and oftentimes affected by bad weather, the existence of such rooms provided by the business men or by the municipality would indeed be a boon. Regarded from a humanitarian standpoint they make greatly for convenience and health. Regarded as a business proposition they pay, and people are glad to trade in a town where such privileges are found. To be sure the cost of providing and maintaining such rooms is considerable, yet nothing to what is often expended for institutions or events that have no value or at the best only a passing value."

While merchants individually have frequently carried into effect the above suggestion, yet we know of no instance in Canada where as a body or an association, they have acted. One of the great objects of the retail dealer to-day is to keep the interest in the home-town alive in mind of the farming community and it would seem that a big step in the right direction would be the establishment of what the Simcoe writer terms "comfort stations." Make the farmer understand that you appreciate his trade and he is your friend.

SPLENDID RETAIL CONDITIONS

RETAILERS all over Canada tell in an article in this issue about business conditions in 1915 and express their opinions as to the future. The feature of this article is that 1915, despite the feeling of fear at the beginning that business would be exceedingly poor, has exceeded in nearly every instance 1914. In that year it should be remembered we had eight months of peace and four months of war, while in 1915 we had twelve months of war conditions.

The great grain crop of the country has certainly worked wonders, and this is noticed more particularly in the case of Western Canada. Twelve months ago business men of the West did not, to say the least, look to the future with any great assurance. The vast crop, however, has transformed things there beyond all expectations. Legitimate business is now booming all over the Western Prairies as reports from the retail trade there indicate. The revival began during the Fall months when it was found that the crop was assured, and the effect of the splendid yield and the good prices prevailing will be continued into 1916.

Dealers also point out that their Christmas trade in general exceeded that of a year ago, which shows that the people have money to spend for goods other than every-day staples and that they are spending it.

The question was asked if the adverse effects following on the outbreak of war had entirely disappeared. Replies to this were not all of one accord, some maintaining they had not, others that they were fast disappearing, others that they had disappeared and still more who claimed that no adverse effects had ever been felt in their particular district. In the latter class, of course, is included merchants who depended entirely on farm trade for their turnover.

Altogether these interviews with retailers demonstrate the splendid condition in which the retail trade finds itself at the present time, following upon a splendid year, despite the war in which we are all engaged.

ADVERTISING BOOSTS RAISINS

IN this issue is an article from W. A. Burrell of the California Associated Raisin Co. on what advertising has done for the raisin industry in that state. This was received in response to an inquiry from CANADIAN GROCER as to business conditions in the raisin line during 1915. The second last paragraph is particularly interesting as regards the power of advertising. Mr. Burrell points out that the consumption of raisins to-day following on the big advertising campaign is vastly more than at any time in the previous history of this foodstuff. During 1915 the production was no less than 125,000 tons in California, which was 25,000 tons in excess of any previous crop. Nevertheless it is going into consumption very rapidly and without the least difficulty. In fact it is firmly believed that the market will be bare by the time the 1916 crop is harvested in September and October next.

This splendid record has been attained through the power of advertising. It demonstrates the possibilities for other foodstuffs, production or export of which are more or less restricted because the supply exceeds the demand. Currants and coffee are two well-known articles which might be referred to in this connection.

ECHO OF TRADING STAMP INTRODUCTION

CANADIAN dealers who recollect the Trading Stamp scheme which played such an important part in the retail trade prior to 1905 will be interested in the big law suit which has recently entered the Courts in the United States in which the concern who established trading stamps in the first place is involved. The legal battle is over hundreds of thousands of dollars—may be a million or more—and concerns the affairs of the original co-partnership and corporation of Sperry & Hutchinson, the firm which put the trading stamp scheme into trade.

Shelley M. Hutchinson, now head of the Hutchinson Profit Sharing Company and a millionaire, began suit last August, claiming that in surrendering in 1904 his 4,970 of 10,000 shares in the original corporation for $250 he possessed an agreement that he would have a share of the dividends on his proportion of stock and that this agreement had not been lived up to. The suit at that time was dismissed.

But yesterday, through his attorney, Martin Conboy, of Baldwin, Riggs & Baldwin, No. 27 Pine street this city, he appeared before Judge Rellstab asking that a supplemental complaint be considered in which he charges fraud against William M. Sperry of Cranford, N.J., and Thomas A. Sperry, who died in September, 1915. He declares that nearly $450,000 was surreptitiously withdrawn from the funds of the concern and that stocks and checks were likewise withdrawn and placed in what was known as the "T. A. Sperry Trustee Account" in the National Park Bank, which he alleges the Sperry brothers subsequently divided, Thomas A. Sperry receiving $225,007.10 and William M. Sperry $223,661.10. Hutchinson asserts he should have shared in all this.

REQUIREMENTS OF CREDIT APPLICANTS

IT is sometimes good, as Bobbie Burns said, for men to see themselves as others see them, and it will interest the grocers of Canada to hear what a banker has to say about merchants in general from a credit standpoint, also it will be helpful to merchants in extending credit themselves to consumer applicants.

Charles O. Hodgkins, manager of the Winnipeg branch of the Sterling Bank of Canada, addressing a body of credit men recently, advised his hearers to make full inquiries as to the health of applicants for credit. While honesty was a fine qualification, he said, it did not always pay the bills. They should also be on the look-out for the visionary man, the man who bought real estate one day for $10,000, and the next day valued it at $15,000, because he was optimistic that the property would quickly be worth more money. Mr. Hodgkins' observations on the man who has failed once, are worthy of consideration. He said: "In my experience I have found that the man who has failed once is liable to fail a second time, for his back is easier to break the second time than the first."

BRITISH TRADE IN CANADA

THE present European war has produced many results which, to say the least, were undreamed of prior to the outbreak of hostilities. We are to-day, for instance, securing articles from sources entirely different from those of former years. Manufacturers in Britain and in America are producing goods that formerly were of central European manufacture, almost exclusively, whereas before the war many manufacturers were exporting to this country—they are now giving all their attention to home demand.

One of the possibilities of the outcome is that more British manufacturers will decide to establish branches in Canada. The general diversion of trade has resulted in much difficulty in securing the usual imported lines in customary quantities, so that business connections built up in the past have been more or less dislocated. We have in mind at the present time one British manufacturer who located in Canada some years ago and has made a distinct success here with his products.

To regain the business lost on account of the war, it will be necessary, when hostilities cease to conduct strenuous advertising campaigns in this country, the same as did United States manufacturers before and since the war began.

A PROSPEROUS New Year, is the sterling if stereotyped wish extended to all our readers.

RETAILERS practically all unite in designating 1915 a splendid business year, and particularly the latter part of it.

Winner in Vernon, B.C. Contest

R.M.A. Puts on Window Dressing Competition for all Local Merchants, and the Three Winners Were Foodstuff Dealers — Some Attractive Displays and Good Business Resulted.

A splendid provision window shown by the Vernon (B.C.) Meat Market, which took first prize in the R.M.A. Christmas contest.

THE Retail Merchants' Association of Vernon, B.C., put on a Christmas Window Dressing Competition last fall which proved to be not only interesting, but valuable from an advertising standpoint.

In describing this contest, J. M. Freymuth, secretary of the association, writes CANADIAN GROCER as follows:

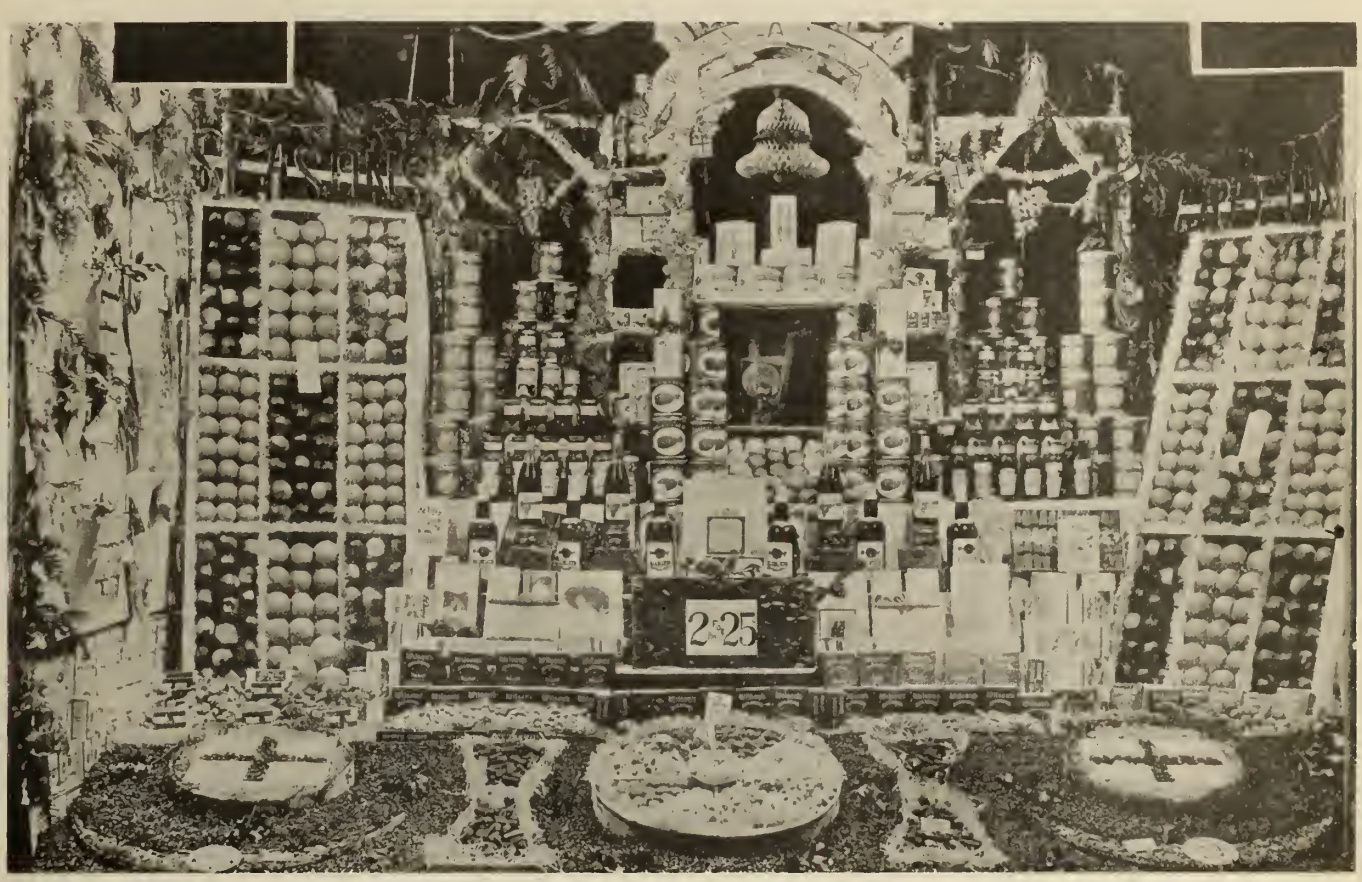
"The competition was got up with the idea of creating 'Something to See' for the farmer's wife and her family. Christmas usually heralds in the first snow in the Vernon district, and if the roads are in bad condition, Mrs. Farmer's wife prefers to let her husband travel in perhaps 15 miles to do the shopping. But with display windows which have been carefully written up in the local newspaper for three weeks before the competition, the whole family braves the inclement weather and makes a day of it.

"Did the window competition really draw the crowd? Well sir, figures speak for themselves. One store reported an increase of sales for the four days before Christmas as from 33 to 40 per cent., another store, 25% better than the same four days of Christmas, 1914. It should be remembered that we have not yet felt any improvement in general business in this far West. We hear things are better in the Middle West, but we have not felt it coming here yet."

The above window was that of the Vernon Meat Market and it is interesting to note that all three windows were dressed with foodstuffs. The Olmypia Cafe won second prize and W. R. Megaw, department store, third.

Grocery Window Gets Third Prize

That of W. R. Megaw, Vernon, B.C., Judged One of the Three Best in Artistic Arrangement, Originality, and From an Advertising Standpoint.



The Christmas window of W. R. Megaw, merchant, of Vernon, B.C., which captured third prize in contest open to all merchants of the town.

W. R. Megaw, merchant, Vernon, B.C., was winner of third price in the Retail Merchants Christmas contest. This contest was open to all merchants in Vernon and each trade was represented with splendid trims. However, as announced on the opposite page, three foodstuff firms were the winners.

A glance at Mr. Megaw's display, reproduced herewith, shows an exceedingly attractive grocery trim. The Christmas goods were neatly arranged, the fruits presenting a most appetizing appearance. The Vernon *News* refers to the contest as follows:

"The merchants gave a good deal of time and much careful scrutiny to the displays of the nine Barnard Avenue stores that had entered into the contest, and in most cases they worked separately, so as to reach an independent conclusion.

"Everybody who has viewed the surprisingly good effect produced by the window dressers of the various firms taking part in the competition will agree that it was well worth while, and the association is to be congratulated upon inaugurating a contest which it is hoped will be continued in succeeding years.

"The points which the judges kept in view in arriving at their awards were the most artistic display, the most original arrangement, and the best from an advertising viewpoint.

"High marks were also obtained by the Hudson's Bay Company and the Okanagan Grocery.

"The window of the Vernon Meat Market was dressed by Bert Sharpe, that of the Olympia Cafe by Jas. T. Anastas, and Megaw's window by Ed. Temple."

More Optimistic Reports

Wholesalers and Manufacturers Further Testify to Good Business in 1915—Future Prospects Bright—Repeat Orders for Fruit.

SINCE the article went to press last week dealing with business conditions during 1915 as experienced by Canadian wholesalers and manufacturers, further replies have come in. So far as food stuffs are concerned these replies are along the lines of those in last week's issue, and show good substantial business during 1915, and anticipate bright prospects for the future. In the case of some lines of fixtures and equipment it would appear that retailers have been buying more or less sparingly, but the outlook for 1916 is splendid.

The following are the replies:

"There was quite an improvement in business during the past few months over 1914. Christmas trade was easily 25 per cent. better than a year ago. Prospects for the future are certainly better than a year ago on account of the large crop; that is we are getting a better start than a year ago."—**Revillon Freres**, wholesale grocers, Edmonton, Alta.

* * *

"Nineteen hundred and fifteen opened with a gloomy outlook, the first four months showing important declines in sales with a disposition on the part of the trade to buy very cautiously. With the break of summer and when a splendid crop in the West was reported, normal conditions returned. This coupled with the large expenditures of the Government on war munitions brought considerable money into the country, and for the last eight months our sales have shown decided increases over those of the year before.

"There has been considerable demand for fruit this past Christmas, and all stocks have been well depleted. Reports received from the country all speak of the large Christmas business the different dealers have had. Then to back this up, we had repeat orders come in three or four days before Christmas, which goes to show that the trade must have been cleaned out.

"The outlook for this coming year from the business standpoint is very bright. In the fish trade, in which we are large dealers the trade is growing yearly and the public are appreciating the value of fish as a food; coupled with the low price of this commodity. Generally speaking the excellent handling of this department is creating a wide demand. Payments have been exceptionally well made and requests for extensions of time are few.

"Wishing you the compliments of the season."—**White & Co.**, Toronto.

"Business has been about up to our expectations. In comparison with last year's business it was about the same in volume. Our trade consisted in high grade store fixtures and permanent fixtures for institutions. Our ordinary store business was considerably below the average. We consider prospects for 1916 fairly bright."—**John Hillock & Co.**, Toronto, per J. F. Hillock, Mgr.

* * *

From a firm manufacturing a store appliance comes the following report:—"Our business in Canada in 1915 was not up to the standard of previous times due, of course, to conditions. We, however, hope that business in general will improve for 1916. Prospects being at this time a little brighter."

TRUTHFULNESS IN ADVERTISING

S. G. Freeze, grocer, Calgary, Alta., introduces a recent newspaper advertisement as follows:

"Dope Advertising"

"Dope makes one feel fine for a while; next time a larger dose is needed to produce the same effect, and easy stages lead on to an unhonored grave.

"Lying advertisements are business dope; they draw trade at first; then more and louder lying is needed, and the final result is commercial dissolution."

WANTED—NAMES FOR THE HONOR ROLL

Canadian Grocer has been running from week to week items in reference to members of the grocery trade enlisting for overseas service, and those who have been wounded or met death at the front in the service of their country. From now on these names will be listed under one heading termed "The Roll of Honor." We ask our readers to assist us in this column and let us have names of all those who are connected with the trade and who have enlisted or who have been wounded or killed in battle. Phone in the item or send it on a postcard or in an envelope, and we will look after the rest. Names of any connected with the retail, wholesale, and manufacturing grocery trade are desired.

Roll of Honor

A. E. Shaver, Brockville, Ont., has enlisted in the 156th Leeds and Grenville Battalion, and has announced his intention of disposing of his grocery business.

* * *

A. Browne, credit manager for the past year at the Alexander Grocery Co., Camrose, Alta., has resigned his position, and will enlist with the next University Corps.

* * *

G. B. Borthwick, accountant for White Swan Spices & Cereals, Limited, Toronto, has enlisted for overseas duty and joined a local battalion. The firm presented him with a wrist watch.

* * *

Frank Paget, bookkeeper, Pure Gold Mfg. Co., Toronto, has joined the 123rd Battalion for duty overseas.

* * *

Harold Peers, who has been on the staff of the Canadian Cereal & Flour Mills Co., Ltd., Toronto, for the past fourteen months, has joined the 124th Battalion. Before leaving the firm, he was presented with a purse of $50 in gold and a body belt by his fellow-employees. He resides at 125 Margueretta Street, Toronto.

* * *

Murray Gunn, Robert Harvey, and James L. Jamieson.—An interesting feature of the Souvenir Menu Card used by Gunns Limited, at this year's annual banquet, was their honor roll containing the names of sixty-four employees, fifty-three of whom are now overseas and the balance training in Canada. In addition to these, three more of the company's employees, namely, Murray Gunn, Robert Harvey and James L. Jamieson, have this week enlisted for active service.

SHARING UP WITH EMPLOYEES

Profit-sharing with its employees is the plan which the A. E. McKenzie Co., Ltd., seedmen, Brandon, Man., will put into effect in the new year. Recently the staff of the concern was called together and A. E. McKenzie informed them of the proposal. He explained that every conscientious and energetic member of the staff will receive, in the form of a percentage of the year's profits, a tangible evidence that his good qualities have been valued.

Thos. Kemp opened a grocery and flour and feed business in Hepworth, Ont.

Letters to the Editor

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld if desired, but name of writer must accompany correspondence as an evidence of good faith.

WHO PAYS FOR PARCEL POST?

Editor Canadian Grocer.—We have just read article in last week's Canadian Grocer re "Taxing Mail Order Houses." We would like a little light on this subject. Is the parcel post system as organized by the Dominion Government at Ottawa paying its own way absolutely? If not, why not? Otherwise, who in Canada is paying the shortage? If the people of Canada are taxed to make good such shortage "Who Gets the Benefit?"

Will every wholesale firm as well as every hard working retail man in Canada think this over? If they come to the same conclusions we think they will, then we should organize to meet the powers at Ottawa, and demonstrate to them what their policy re parcel post as at present established is doing for the few in business in Canada against every local business in practically every village, town, and country place from coast to coast. We have not one word to say against the parcel post system. We simply object to its being carried on under its present rates at our expense. Would be pleased to receive through your valuable paper more information about this deal.

Yours truly,
A MERCHANT OF RENFREW.
January 1, 1916.

Editorial Note.—The Renfrew merchant asks if Parcel Post is paying its way. In reply to this, we would say that it is not. This means that the country as a whole has got to make good the shortage, which further means that many of us who are not using Parcel Post have to pay for its maintenance. It is quite freely admitted that the people who are getting the benefit of Parcel Post are the mail order houses who are not only taking advantage of it by shipping catalogs by freight and express to railway centres and having them sent by parcel post within the 20 mile zone to the surrounding district, but also they are enabled to ship a great deal of goods by Parcel Post to customers throughout the country, thereby getting much more business, partly at the expense of the rest of us. Every retailer throughout the country is therefore helping to pay for the system, and the mail order houses are reaping the benefit.

COMPLAINT OF WINNIPEG BROKER

Editor Canadian Grocer.—I suppose you have a number of small shippers among the readers of your admirable paper. It does not reflect on the quality of your paper that they are readers, for they, like everyone else in the grocery business, must keep in touch with things if they hope to succeed; but there are a number of the aforesaid shippers who will never succeed beyond their limited span, even though they read trade papers for a thousand years, unless they handle their business in a more business-like manner. I make this preamble for fear such shippers should read this, and forthwith warn them that I have a number of scathing remarks to make anent their behaviour in regard to Western trade.

I have proposed writing you on this subject for a long time, but the evil of which I complain lessened with the depression which spread across the Dominion on the opening of hostilities. Now that prosperity has returned to the West, and business in grocery lines is comparatively good, we are afflicted again with the small shipper, or at least that type of shipper who adopts a policy of "penny-wise-pound-foolish," and is a great source of annoyance to the great number of brokers in the Western provinces.

Now as to my complaint. We will suppose I represent a number of Eastern firms, and one of these has a car of evaporated apples to sell. He wires me that he can offer these at 7½c. I go out to the wholesalers of Winnipeg, and succeed in selling the car; then at 3 p.m., say, I wire him that the car is sold, thus giving him a chance to use a night letter and save a quarter. What happens in many cases? I receive a letter in three days saying that before he had received my wire he was sold out. In the meantime, the wholesaler, considering that the deal is off, not having heard from me, buys his evaporated apples elsewhere. More than that, he loses confidence in me, and is not too anxious in future to buy apples or anything else.

It is a clear case of "penny-wise-pound-foolish." The shipper should know that the telegraph expenses of the average Winnipeg broker run from $200 to $300 per month, and it seems to me he should reply to all telegrams promptly. Of course, they are not all like this, but many of them are, to say the least about it.

A short time ago, a man wrote offering me a hundred tins or so of buckwheat honey at a certain price, f.o.b. Ontario. I replied that the price was too high, but if he would take a cent less I would accept the hundred tins. Three weeks later along came the hundred tins, without having heard anything from him in the meantime. I took it because it was cheap; but suppose it had not been, and I had sold it to a wholesaler, it would have placed the shipper in an awkward position, having his honey on this market with little chance of selling it.

The Eastern shipper of this particular character if he expects to retain his connections has to be more prompt, and handle the Western trade in a more business-like manner. Eastern prices are all right, but some shippers are not sufficiently prompt. They are standing in their own light.

It is unfortunate, too, that some Eastern firms have the opinion that the West does not require a good class of goods, or that we are open to buy a cheaper class of goods than the East. The fact of the matter is that the West is buying and using, and demands a high-class of groceries, and is prepared to pay the price for them. Eastern shippers often send us second-class goods, probably to try to get rid of them. If goods are a little off color, they apparently say: "Oh, ship it to the West; just the stuff they want out there." I want to tell you, Mr. Editor, that there are more high-class goods sold in the West than in any other part of Canada.

I hope I have not used too much of your space, but I wanted to take this opportunity of telling some of those shippers down East that there is good business for them here if they will only go after it right.

A WINNIPEG BROKER.
January 3, 1915.

Thos. Kenny, wholesale grocer, Sarnia, Ont., for many years, died on Sunday last from pneumonia. He was 75 years of age. Besides his grocery connection he was president of the Sarnia Electric Light Co., and the Sarnia Plank Road.

Stick with the match that brought to Canada best lights at lowest cost—*the match that is uniformly perfect, always sure and silent.*

GROCERS

Are you giving proper attention to the buying and selling of matches?

They are one of your most important, every-day-sellers.

Keen, Progressive Grocers all over Canada are now selling

DOMINION MATCHES

BECAUSE

Consumers are demanding QUALITY.
They show you a splendid profit.

Get particulars from your jobber or write direct.

Western Buyers Supplied:

MANITOBA
SASKATCHEWAN
ALBERTA
RAINY RIVER DISTRICT

BY
WALTER WOODS & CO.
WINNIPEG, MANITOBA

BRITISH COLUMBIA

SMITH, DAVIDSON & WRIGHT, LTD.
VANCOUVER

THE DOMINION MATCH CO., Ltd.

DESERONTO, ONTARIO

GENERAL SALES OFFICE:—BOARD OF TRADE BUILDING, TORONTO

Annual Staff Gatherings

SALESMEN of the White Swan Spices and Cereals, Ltd., Toronto, met in a two-day conference on Wednesday and Thursday of last week, which was wound up on Thursday evening at the Prince George Hotel with a dinner party. At this enjoyable function the salesmen were the guests of the company and a jolly good time was the result. Good fellowship held the laurel wreath. Speech, song and story were the order of the evening among these pathfinders and ambassadors of commerce. A. M. Brooke, president and manager of the company made an ideal host. His introductions of the various speakers were always humorous and punctured with applause, while the replies of the salesmen fairly breathed the friendly relations existing among them and with the head of the concern. This, indeed, was the feature of the gathering. It is this spirit of friendly rivalry which makes or mars the success of any such concern, and no doubt that was in part at least the reason for the splendid business of the White Swan Spices and Cereals, Limited, during 1915, as compared with the previous year.

Among the men seated around the banquet were a couple in khaki, who are ready for overseas duty, and another who had enlisted for the defence of the Empire—but more about him later. When the sharp edges of the appetites of the salesmen had been worn off, Mr. Brooke proposed the toast to the King in a patriotic manner. This was heartily drunk and responded to by L. R. Atkinson. Then came one of the features of the evening, the announcement that G. B. Borthwick, chief accountant of the company, had enlisted for overseas duty. Mr. Borthwick is a young man who has been with the firm for the past ten or more years, and who joined it, as the boys said, in knee-breeches, and short ones at that. He was presented on behalf of the firm by the president, A. M. Brooke, with a wrist watch. Still another presentation was made during the evening. This was to J. B. Harker, the salesman who headed the list during 1915. Mr. Harker was for ten years or so in the grocery business in Belleville, and prior to that clerked in a Toronto grocery store. In fact, he had more than thirty years' experience in the retail business before joining the White Swan staff. He was presented with a cheque, and in his reply threw out the friendly hint that he was going to make the boys travel hard during the coming year to keep up with him.

J. B. Caulfield proposed a toast to the boys in the trenches, which was responded to by K. C. Brooke, an officer in one of the local battalions, and a brother of the president. U. E. Clark and F. W. Arnold, two veterans of the road, gave some interesting reminiscences of the days that were. Mr. Arnold is the Maritime Province man who, as the boys relate, has no home apart from his trunk. Get him by himself and he will enfold some interesting tales of fish life in the East, as well as of other things. W. E. Trimble, representative of the Baker Advertising Agency, told of the campaign about to

J. B. HARKER,

Who headed the list of White Swan salesmen in 1915 business. He was presented with cheque at annual dinner.

be launched on White Swan Pancake Flour. J. M. Kirk also cited reminiscences of other days, and G. J. Manning told the boys a few stories. One of his best is in connection with the aid rendered by the insect kingdom in financing a certain dry goods store. Ask him about it. C. E. Jenkins, a veteran of the Boer War; T. B. Harker, Geo. Pudsey and R. J. Drolet were other salesmen who added to the interesting collection of reminiscences of the road. Alex. Macdonald, manager of the cereal department, who has been with the firm many years told of the early difficulties, present satisfactory conditions, and of the prospects for the future. Charles R. Bark, who has just joined the firm, was another speaker. R. A. Baker, of the Baker Advertising Agency, proposed the last toast of the evening—the White Swan Mills. He reviewed the publicity campaign and touched upon the relationship between advertising and salesmanship of the travelling salesmen. His enthusiastic talk was very much appreciated by the boys. The toast to the trade press was responded to by H. C. Lowrey and B. T. Huston, of the Canadian Grocer staff. After a toast to President and Toastmaster Brooke was proposed and enthusiastically drunk by everybody, a delightful evening's entertainment was brought to a close at 11 o'clock by singing of "God Save the King."

* * *

JOHN SLOAN & CO. DINNER

The annual salesmen's banquet of John Sloan & Co., wholesale grocers, Church street, Toronto, was held on Wednesday evening of last week at the Ontario Club. The spread was laid for 29, and a very enjoyable evening was the result. The feature of the evening was a presentation of a purse of gold to John Hayden, who has been a traveler for the firm for a great many years. Mr. Hayden was also presented with a month's holidays. Mr. Hayden, who received the hearty congratulations of all the boys replied expressing his appreciation of the honor conferred upon him. The presentation was made by Frank M. Sloan. John W. Stokes, one of the salesmen was the chairman of the gathering, and informal talks were given by a number of the travelers. The year was reviewed, and all expressed great enthusiasm over the future prospects.

* * *

THOS. KINNEAR & CO. SALESMEN DINE TOGETHER

An informal dinner of the salesmen of Thos. Kinnear & Co., wholesale grocers, Toronto, was held on the evening of December 30, at the Ontario Club, T. H. Kinnear, president. The boys present included the following:—Robert Keyes, A. H. Lawson, J. B. McRae, A. G. Fleming, F. Anderson, R. Storks, E. E. Jackson, E. G. Bingham, H. R. Axton, R. J. Witherspoon, C. H. Grainger, R. W. Telford, F. J. Virgin, and Richard Jones.

ADDRESSES ON ICTHIOLOGY

The yearly meeting of the executive of the Canadian Fisheries Association was held at Freeman's Hotel, Montreal, on January 3rd. D. J. Byrne, president of the association, was in the chair. There was a good attendance, including the following:—Vice-President, F. W. Wilson, Halifax; J. A. Paulhus, chairman of editorial and publicity committee; A. H. Brittain, chairman of transportation committee; W. R. Spooner, F. W. Wallace, and J. J. Harpell.

It was decided that the annual meeting would be held this year in Montreal, the date being January 31st. It was decided to secure addresses or papers from four or five of the most prominent authorities on ichthyology. A large attendance is looked for, as the committee is making every effort to make the gathering a success.

CURRENT NEWS OF WEEK

Canadian Grocer will appreciate items of news from readers for this page.

Quebec and Maritime Provinces

The St. Lawrence Fish & Meat Co., Montreal, has obtained a charter.

The Mooney Biscuit & Candy Co., held a salesmen's convention in Montreal last week.

La Cie de Conserves Premier, Ltd., canned goods manufacturers, Maskinonge, Que., have obtained a charter.

A. W. Daviss, secretary of the Acadia Sugar Refining Co., of Halifax, N.S., whose death was announced in Canadian Grocer last week, was connected with the company for more than 22 years—since its formation in 1893. He succeeded to the secretaryship in February 1912 upon the death of the late Mr. Cutler.

The annual conference of the staff of the Red Rose Tea Co. was held last week in St. John, N.B., when the business of the past year was reviewed and future work outlined. An enjoyable dinner wound up the conference. President T. H. Estabrooks addressed the staff at the close of the banquet, predicting good business during the year to come.

Ontario

W. S. Greening, of New York City, was in Toronto during the week.

The Toronto Salt Works have moved to 62 Jarvis street from 128 Adelaide E., where they were located for the past 25 years.

Groceries, Limited, wholesale grocers, 33 Front Street E., Toronto, are moving to new and larger quarters at 9 Front Street East.

J. S. Cotton representing McLaren Limited, in Fort William, Ont., has been in Hamilton attending the annual reunion of the firm's travelers.

Geo. Campbell, Ontario manager for the Red Rose Tea Co., has returned from St. John, N.B., where he was attending the annual conference of the company's staff.

James Wyse, superintendent of the Noble Biscuit Co., St. Thomas, Ont., who is leaving for Chicago, was presented with a solid gold watch chain by his fellow-employees.

The Canada Brokerage Co., wholesale grocers, Toronto, have moved to 59-61 Front Street East. Their former place of business was 9 Front Street E., where they were since their establishment. The new quarters are about twice the size of the old.

At the forty-third annual meeting of the Commercial Travelers' Association of Canada, held in Toronto, the following officers were elected for the ensuing year: President (re-elected), Jas. G. Cane; first vice-president, Alex. Cook; second vice-president, C. J. Tuthill; treasurer, Edward Fielding; directors, J. W. Charles, John Curtis, Harry J. Dodgson, F. W. S. Davies, John Everett, R. G. Hector, M. Matthews, R. W. Menzies, Walter Moore and F. J. Zammer; Kingston Board, W. H. Graham and John Wright, and Guelph Board, T. H. Gemmell. By a standing vote the members

JOHN KNOX, Hamilton, Ont.

Who has been elected president of the Retail Grocers' Association of the Ambitious City, as reported in recent issue.

present unanimously agreed to give the board power to vote whatever sum of money they see fit to patriotic societies. The president said that it was their bounden duty to do their best to help the Empire and to look after the dependents of the men who had given their lives for the Empire.

Western Canada

O'Neill R. Jordan, general merchant, Readlyn, Sask., is succeeded by M. H. Jordan.

G. E. Redmond has joined the staff of H. J. Mackinnon Ltd., a new Winnipeg wholesale house.

K. Torgerson, general merchant, Grandora, Sask., is succeeded by McKindon & Weldon.

Nicholson & Bain, commission brokers, Winnipeg, will hold a conference of their travelers at the end of January, after stock-taking.

Palmer & Saunders, general merchants at Chamberlain, Sask., have dissolved and the business in future will be conducted by Preston Palmer.

The managers of the various branches of W. H. Escott & Co., Winnipeg, were in the western metropolis early in the New Year for a convention.

N. M. Waldo, formerly with Foley Bros. and Kelly, St. Paul, Minn., is now handling "Gold Standard" lines for Codville, Ltd., in the city of Winnipeg.

C. E. Petch, who represents Royal Crown Soaps, Ltd., Winnipeg, in Brandon, recently underwent an operation in Rochester, Minn., and reported to be progressing favorably.

A fire broke out in the general store at Esterhazy, Sask., on Tuesday, December 28th, and threatened the business section. The fire brigade succeeded in limiting it to one store.

N. D. Milne, J. S. Price, and O. H. Ferguson, all of Brandon, Man., and C. B. Dane, Moose Jaw, Sask., representing Codville Co., Ltd., have been in Winnipeg during the holidays.

J. W. Swaner, Van Camp's special retail salesman, who recently made a flying trip through Western Canada, calling at various points from Winnipeg to Vancouver, is now on his way back.

J. D. Brack, of Brack & Lewis, brokers, 137 Bannatyne Ave., Winnipeg, was away last week, but returned to city for New Year's. Mr. Lewis has been at Collingwood, Ont., visiting his old home.

Sydney M. Screaton, sales manager of Mason & Hickey, manufacturing agents, Winnipeg, has been on a visit to New York and other Eastern points, returning to Winnipeg early in the New Year.

It has been definitely decided to hold a pure food and home product show during the week commencing February 8th while the big bonspiel is held in Winnipeg. The following committee is in charge of the pure food and home products exhibition—W. R. Ingram, Chas. Webster, J. H. Curle, F. C. Cox, D. J. Dyson, Chas. F. Roland, Geo. Wilson, R. McKay, J. H. J. Murphy, F. J. Baker, H. R. Eade, W. T. Kennedy. Through the courtesy of the wholesale and manufacturing concerns of the city, 100,000 invitations have been sent out.

Serious Transportation Problems

Menace to Shipping in Mediterranean and Commandeering of Freight Vessels Firming up Teas. Spices and Other Eastern Goods—Teas up a Penny in London—Indians and Ceylons Both Advance—Rice to be Dearer—Filberts and Brazils Up—New Cuban Crop of Sugars Heavy.

Office of Publication, Toronto, Jan. 6, 1916.

FOLLOWING up what was said in these columns last week about the tea situation, there are cables from England which report that there have been advances in both Indias and Ceylons at the London Auction of anything from 1c to 2c. At the same time, both Colombo and Calcutta are reported easier. This apparent discrepancy is explained by the fundamental cause of the actual highness in London. This is neither more nor less than the fact that freights, which have been so scarce this year, are even scarcer now. The activity of the enemy submarines in the Mediterranean and the rumored closing of the Suez Canal mean that tonnage is exceptionally hard to get; hence although market is very firm on teas in London, Colombo and Calcutta are both somewhat easier, because apparently not much tea is being bought there. There is such a scarcity of tonnage that the tea bought is likely to lie around and deteriorate in quality. Spot teas in London, however, are exceptionally firm. This is partly attributable to a scarcity of freight and partially again to the rumor which seems now to have crystallized into something definite that the Suez will be closed at a date in the near future. Teamen concede that this will cut the tonnage actually in half. Moreover, it will materially lengthen the time from shipment of teas in the East to their receipt in London.

Russian tea buying does not seem to be a factor at present. The fact of the matter is that the lack of freight is also troubling Russia very much and apparently she is not buying for that reason. If freights were plentiful she would doubtless be buying to a much greater extent than she is and that would then be another bull factor for the tea market. It appears now that we are in for a session of higher levels. Spot teas are therefore a good buy.

Some weeks ago we recorded in this summary that in the Toronto market lobster was now so dear that some dealers did not bother with it. The public will only pay a certain price for lobster and when the price at which it was procured ran above that, several dealers refused to go on handling it. However, the milder weather, or some other cause of that sort, has been responsible for a better supply of lobster coming in and the price is now down about 10c and within the reach of anybody. Dealers are therefore selling a good deal of it. The fish market is doing good business these days in two or three things, notably in prawns and in oysters. There is a scarcity of oysters which is likely to get worse instead of better. Prawns are fairly cheap. Just about the only fresh caught fish on the market at present is lake trout, a supply of which was received in the Toronto market this week. Trout was very much in demand as soon as it arrived and good business was done.

Rice is reported to be higher in both Winnipeg and Montreal, and there is a distinct firmness in the primary market. Scarcity of freights has been a factor in this regard also, as well as in the firmness existing in spices and in several lines of dried fruit.

Markets in Brief

QUEBEC MARKETS.

GENERAL MARKETS—
- Difficulties in transportation firming many lines such as teas, spices, coffee, and molasses.
- Dates promise to be cheaper.
- Shelled almonds easier.
- Pecans selling 1 to 2c lower.
- Shelled walnuts down 3 to 4c lb.
- Bean market still firm.
- Strength in rice maintained.

ONTARO MARKETS.

FLOUR AND CEREALS—
- Manitobas in demand.
- Wheatlets advance slightly.
- Ontario oats up two cents.
- Feed flour higher again.

FISH AND OYSTERS—
- Prawns are in demand.
- Oysters scarce and demanded.
- Fresh lake trout selling.
- Extras smelts moving quickly.

PRODUCE AND PROVISIONS—
- Creamery butter lower.
- Cheese still high-priced.
- Newlaids coming more freely.
- Poultry list still high.
- No change in meats.

FRUITS AND VEGETABLES—
- Florida oranges cheaper.
- Grapefruit selling well.
- New potatoes now in.
- Pineapples much higher.
- Cucumbers in demand.

GENERAL GROCERIES—
- Rice firmer and high.
- Teas up in London.
- Good Cuban sugar crop.
- No relief in beans.
- Filberts cleaned up.
- Poor quality currants.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour jumped 20c per barrel.
- Country demand good; city not.
- Feed market very strong.
- Cereals are quiet, but firm.

PRODUCE AND PROVISIONS—
- Meat markets firm but quiet.
- Only good butter left.
- Eggs bringing high prices.
- Dearer cheese predicted.

FISH AND POULTRY—
- Geese cheaper—demand off.
- Poultry market easier.
- No change in fish quotations.

FRUITS AND VEGETABLES—
- California celery arrives.
- B.C. apples cheaper.
- California tomatoes 30c lb.

GENERAL GROCERIES—
- Marked advance in Siam rice.
- Sugars high to end of January.
- Package dates arriving now.
- Currants remain very firm.
- Advance in raisins possible.
- Rio market slightly weaker.
- Cloves and pimentos advance.
- Manzanilla olives to be dearer.

QUEBEC MARKETS

Montreal, Jan. 6.—Transportation difficulties, particularly with regard to foreign imports, is the dominant factor in the market situation governing practically all foodstuffs. The comparative disorganization as the result of war conditions, with abnormal freight and insurance rates, has recently been accentuated by the activity of enemy submarines in the Mediterranean and report that the Admiralty intends to call in British ships trading between foreign ports for the purpose of carrying supplies to the United Kingdom. This latter report has been cause for a great deal of speculation as to its probable influence and effect should such a step be taken.

On the one hand, there can be little doubt that supplies from foreign coun-

tries, which in many instances reach Canadian importers through the New York market, would be interfered with to a more or less extent—prohably more —while on the other hand. there is the theory that if Great Britain facilitated the movement of food supplies between the outstanding ports of the Empire and the great London market the result might he heneficial. Whether in the end London would be able through these special advantages to replace New York as far as Canada is concerned is a question which could probably be only answered by experience, hut the first effect would undouhtedly be to cause a shortage in such supplies. Thus, while the products of India and the British possessions of the East marketed through London might come through in larger volume, there would undoubtedly be interference for a time at least with foreign supplies coming direct to America. One of the effects would undoubtedly he to disorganize trade between North and South America.

The activity of submarines in the Mediterranean has already influenced the tea market, and should the situation arise that the long route around the Cape would have to be used, the cost of transportation of all products from India would be materially increased. However, for the time heing the future is very uncertain, and we can only await developments.

Spices are already feeling the influence of the conditions referred to. Buying has heen heavy, and this, combined with uncertainty as to practically all future supplies, is forcing prices up. Rice, on the other hand, coming largely from India, might come through more freely if heavy supplies were moved to London.

Business during the week has been seasonably quiet. Changes in prices have not been important, and interest has turned to market factors. Some readjustments in quotations have heen made on holiday goods. Seasonable weather has brought a much better demand for fish.

SUGAR.—There is a seasonahle dullness in sugar, such is is usually looked for at this period of the year after the holiday trade. There is practically no change in the situation as regards either refined or raws, and the general state of uncertainty with which the future has heen regarded for months past continues. Recent developments have shown no improvement as regards transportation facilities, hut rather the contrary, and this indicates an influence for firmer conditions.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

TEA.—The tea situation is described as being quite firm. During the past two or three weeks there have been considerahle shipments sunk in the Mediterranean. The "Yeddo," with a large cargo, sailed from Colombo December 1st; a suhstantial portion of this cargo was destined for Canadian dealers. A cahle has been received that she has been sunk. The "Glengyle," which was also recently sent to the bottom of the Mediterranean, likewise carried considerahle supplies of tea for Canadian firms. The enemy suhmarine campaign is almost certain to have a tendency to strengthen market, as shipments of Indian and Ceylon teas usually come through what is now recognized as the danger zone. This, of course, has no direct bearing on the situation as regards supplies of Japans, which enter through Pacific ports; in fact, the transportation features have improved since the boats of the C. P. R. service, which were commandeered hy the British Government, have returned to their regular routes. The past year has developed a somewhat wider market for Japans in Canada owing to conditions prevailing. Not only was there a scarcity of some varieties of Ceylons and Indias, but the Japanese crop was of unusually good quality.

With the turn of the year and approach of the parliamentary session at Ottawa there is more interest being displayed by the tea importers in the new budget and the possibilities of a tax. Some dealers are referring to these possibilities in making offerings to the trade and, considering the strong position of the market and the greater difficulties arising with regard to ocean transportation, it would seem that dealers would not be astray in protecting themselves with regard to future supplies.

DRIED FRUITS.—For dried fruits we are now largely dependent upon the California producers. As reported last week, this market is showing considerable strength and higher prices are anticipated, hut for the present remains unchanged. It is reported that dates for arrival about end of January will be cheaper. Hallowee dates, which are now quoted at 7½c to 9c, will likely he ahout 6½c. Figs are pretty well cleaned out on this market, there heing practically nothing offered. Of course, no Turkish figs are being received, and the California shipments are very, very small. There is not much change in the situation as regards prunes, but the market is firm and stocks are good.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal., fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—The market generally is pretty strong. Filberts have advanced, and the quotation on shelled is now 30c. Shelled almonds are obtainable at about 41c; pecans, 18c to 20c; peanuts, 8c to 12c; grenobles, 16c to 17c, and shelled walnuts, 36c to 38c. Changes are not generally due to new conditions in markets, hut to readjustments of stocks after the heavy Christmas trade. It is found that on some lines the stocks are greater than estimated, and others they are short. The demand is light after the holiday trade.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 41
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 30
Pecans, large	0 18	0 20
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08	0 12

SPICES.—While there are no new quotations in the spice market, dealers announce that there will be advances made within the next week, and that these may be followed hy others if there is no improvement in the uncertain outlook as to future supplies. The market activity extends to practically all lines. Ocean freights are advancing hy leaps and hounds, and recent announcement of the British authorities that vessels may be commandeered for transportation of food supplies to Great Britain further complicates the situation. The scarcity of supplies in the New York market has recently heen accompanied by violent fluctuations. In view of these condi-

tions and the heavy demands which have been experienced for past few months, present stocks have naturally appreciated in value, and no one can foresee what developments of the next few months may be. In view of the general uncertainty and indications that tendency of prices will be upward, dealers would seem to be taking a safe course in protecting their stocks to a reasonable extent.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 69	0 23
Cassia	0 22	0 89	0 29
Cayenne pepper	0 28	—	0 35
Cloves	0 28	1 05	0 35
Cream tartar—60c.			
Ginger, Cochin	0 22	—	0 29
Ginger, Jamaica	0 23	1 03—1 15	0 31
Mace	0 80	—	1 00
Nutmegs	0 40	2 40	0 75
Pepper, black	0 22	0 90—1 00	0 29
Pepper, white	0 30	1 15—1 20	0 37
Pastry spice	0 22	0 95—1 20	0 29
Pickling spice	0 14—0 16	—	—
Turmeric	0 21—0 23	—	—

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies		0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole		12-15

DRIED VEGETABLES.—The market for dried beans and peas is steady, but opinion is expressed that prices may go higher on account of the congestion of railroad traffic; and recent snow storms have not tended to improve these conditions. Considerable difficulty is being experienced already in getting deliveries on this account. Quotations are unchanged.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Yellow eyes, per busbel		4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.		5 50
Barley, pot, per bag		3 00
Barley, pearl, lb.	0 04½	0 05

RICE.—The rice market continues quite strong, but there is little change to report. Recent advances and present strength is due almost entirely to transportation conditions. It is hoped that if the British Government calls in boats engaged in foreign trade—as has been reported possible—for the transportation of foodstuffs to Great Britain, that heavier supplies may be moved from India to London and the situation thereby relieved.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India brigbt	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.		0 05¼
Half bags, 112 lbs.		0 05¾
Quarter bags, 56 lbs.		0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07¼
Seed, lb.	0 07	0 07¼

COFFEE.—The report of the probability of the British Government taking over vessels for the transportation of foodstuffs if necessary has strengthened the coffee market considerably. It is pointed out by importers that while British interests control a large proportion of the coffee plantations of Mexico and Brazil, and that if there is any interference with shipments Canada is likely to suffer owing to our connection with the American market and lack of adequate direct transportation service. Quotations for the week are unchanged.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Maricaibo	0 22
Jamaica	0 22
Santos	0 19
Rio	0 16
Cbicory	0 14

MOLASSES AND SYRUPS.—There has been no improvement whatever in the situation as regards shipments of molasses from the South, and the market is firm. In fact, recent developments as regards ocean transportation in general have been such as to indicate that the difficulties may increase. Therefore, the strength of the market is being maintained, and hopes of anything like substantial reductions on the present high prices are being further deferred.

	Price for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 58	0 48
Barrels	0 61	0 51
Half barrels	0 63	0 53

For outside territories prices range about 3c lower.

Carload lots of 20 puncbeons or its equivalent in barrels or balf barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 00

ONTARIO MARKETS

Toronto, Jan. 6.—The topic of interest again this week is the tea question, centering around news of advances again in London market. The causes, in the main, behind them are weighty and not temporary in nature. The closing of the Suez Canal, so long rumored, is insistently talked of. This would hamper a freight situation, which is already, to say the least, complex. Besides, boats would have to go round the other way, and take nearly forty days en route from India and Ceylon to London. This would affect buying considerably. Another factor is the additional war risk insurance, a quantity which, already high, is advancing all the time. If the Suez were to close, and if these higher rates of insurance continue, it would appear to go on indefinitely without higher prices on the part of the manufacturers here. The closing of the Suez would certainly be a serious happening.

The Cuban sugar crop, apparently, is turning out a good one, and if reports are verified, will be 600,000 tons more than last year. This is all to the good and will offset that tightness, to some extent, that has been a feature of the sugar situation in Canada for some time. It is now afloat. The market condition here is quiet and steady.

Generally, this week is a quiet one. Many are busy stock-taking, and it is a period of dullness so far as actual business transacted is concerned.

Match prices are firming up again, and some advances are reported.

SUGAR.—Raws in New York seem to be a trifle easier. Demand is now improving locally, after the Christmas slump, due to interest in more seasonable lines. The market is quiet, with a steady tone, and no change is in sight for the balance of the month. The new Cuban crop is afloat now. It has turned out bigger than was estimated, and will probably run to approximately 3,100,000 tons. If it does, it will be 600,000 tons bigger than last year. It is needed all right; the trend of the sugar market for the last year indicates that.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEAS.—Following the advances discussed in our last issue come cables from London quoting jumps on most grades of from one to two cents. It looks as if the upward trend is again clearly defined, and that we are in for a season of higher prices. It is surmised that the rumored closing of the Suez has been partially responsible. Also the higher war risk insurance is doubtless a factor. Enemy activity in the Mediterranean may have the moral effect of precluding vessels whose masters may not be overkeen on running to and fro with cargoes of tea. If the Suez were to be closed, too, it would cut down freights by about 50 per cent. There is already a great scarcity of tonnage, and if it were thus emphasized the trade would be in a queer fix.

Russia apparently is not buying as heavily as she was, and the reason is said to be lack of tonnage. If it were procurable the situation might be further complicated.

A reader of these columns is unable to understand why sometimes the markets in Colombo and Calcutta are easy

when such a firmness exists in London. This is understandable. Demand in Calcutta and Colombo may not be awfully heavy because of the great difficulty in securing freights and the fact that teas might lie around and deteriorate in quality while doing so. Nevetheless, stocks in London could be and are in big demand. Many are still anticipating a duty on tea here. It should, of course, be remembered that Finance Minister White strongly opposed it a year ago. He may or may not have changed his mind.

DRIED FRUITS.—The feature of the currants situation no wis the indifferent and even poor quality noticeable. There is a good enough demand when the quality is good, but poor class stuff isn't called for to any great extent. Owing to the scarcity of the better quality stuff, stocks are being rapidly cleaned up.

Prunes appear to be slow in warming up to a seasonable demand, which should be a feature about now. Only a slow demand is felt for futures, while spot stocks are only in ordinary requisition. At the coast packers seem to feel inclined to shade prices, in view of lack of interest. They report, too, as to futures that practically no movement is noticeable. Buyers are disinclined to purchase additional stocks, even at the attractive levels offered.

Coast apricots have been dull for some time, and little interest is evinced in them. Peaches are firm and in fair demand.

Raisins are unchanged with slow demand. The whole list is inclined to dullness.

Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 25	0 27
Currants"		
Filiatras, per lb.	0 12	0 13
Analas, choicest, per lb.	0 12½	0 13½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 16	0 17
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	0 07½	0 08
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 14
40-50s, 25-lb. boxes	0 12	0 12½
50-60s, 25-lb. boxes	0 10	0 11
60-70s, 50-lb. boxes	0 10	0 10½
70-80s, 50-lb. boxes	0 09½	0 10½
80-90s, 50-lb. boxes	0 08½	0 09
90-100s, 50-lb. boxes	0 07½	0 08½
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 08½	0 09
25 lb. boxes, ¼c more.		
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10

NUTS.—Medium new Brazils are up a couple of cents. There are few around, holiday buying cleaning most of them up. Filberts in the shell are in the same condition, spot stocks being very low. Other lines have fallen off in activity somewhat after the manner of the post-Christmas slump.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 15	0 16
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 40	0 41

COFFEE.—The market is dull at the turn of the year, and holidays and stock-taking between them exert a restraining influence. Most grades are dull, with no excitement portending. Freight shortage may make some difference.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 15	0 17
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

BEANS.—Prices remain the same, and the conditions governing them show little alteration. It is said that from now on we should see supplies coming better, but the trade has been thus expectant for some months now. Peas are unchanged and in excellent demand.

Beans, hand-picked, bushel	4 50	4 75
Peas, blue, bushel	3 00	3 25

SPICES.—Market is active in all lines. Ocean freights are advancing by leaps and bounds, and the scarcity of supplies in New York, as well as the scarcity of vessels in the East with which to carry fresh supplies to America, are producing violent fluctuations in almost every article. An American house says: "It is hard to overstate the actual menace of the situation for the next three months—there will be such unsettlement, such wide fluctuations in prices, such delays, as have never been known in this market, and may not be seen again in half a century." Our price list is, therefoore, subject to violent change, although it is as near right at time of writing as possible.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 16
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 22
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	....—....	0 27—0 35
Cloves, whole	....—....	0 30—0 38
Cloves, ground	0 18—0 22	0 30—0 37
Cream of tartar	0 48—0 50	0 48—0 52
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 25—0 32
Ginger, Jamaica, whole	....—....	0 28—0 32
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 90—1 00
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	....—....	....—0 50
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 22—0 28
Peppers, black, whole	....—....	0 21—0 25
Peppers, white, ground	0 19—0 24	0 34—0 36
Peppers, white, whole	....—....	0 34—0 36
Pickling spice	....—....	0 16—0 20
Turmeric	....—....	0 18—0 20

RICE.—Advances are chronicled in the primary market, and most lines are firm. We do not quote actual higher quotations as yet, as the trade is still buying on the old basis. Tapioca remains quite firm.

Rice—		
Rangoon "B," per cwt.	....	4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.	....	5 00
Patua, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 05½

CANNED GOODS.—No unusual activity is as yet apparent. Canned salmon is being rapidly cleaned up. Fruits and vegetables are steady.

MANITOBA MARKETS

Winnipeg, Jan. 6.—One of the chief topics among wholesale houses is the 4 per cent. discount being offered by a local jobber for cash. There has been a lot said in the West lately about getting down to a cash basis, and the jobber in question has used this as an argument for making this unusual offer to the trade. If it becomes effective there may be others follow suit. The majority of them, however, will await developments. Trade as far as the wholesale houses are concerned has been quiet during past week. This was expected after the holidays. Many of the jobbers are taking stock, and are not buying. It will take some of them a little time to find where they are at, after the busy period of past few months. One house has doubled its turnover during the past year, and has turned stock fifteen times. All are looking forward to an exceptionally good spring.

SUGAR.—Jobbers here express the opinion that prices are likely to continue high until the end of January, but say that reports coming in from refineries and the raw sugar market are conflicting. They appear to be positive, however, that the market will ease off from February 1st on. There may be shipping conditions which will offset all their calculations, as there has already been difficulty experienced in shipping raws. The local demand is small just now, but business has been splendid during December.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

SYRUPS.—Wholesalers state that they would not be surprised to see an advance in cane syrup, as there has been no change in months, whereas sugar has gone up considerably. It is pointed out that when sugar was quoted at $6.75.

syrup was quoted at the same price as to-day when sugar is on a $7.35 basis. However, it must not be forgotten that a decline in sugar is expected to take place shortly. The demand for cane syrup remains good. The corn syrup market is as usual.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case ½ doz.	2 88
20s, per case ¼ doz.	2 87
½ barrels, lb.	0 04½
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 60
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 0 37

DRIED FRUITS.—The market in California is quiet, little business doing on account of the Panama Canal being out of business, thus cutting off the export trade. Anyhow, this is a quiet period, and there are few buyers in the market. Raisins are holding firm, and this is one line in which there will probably be an advance in the new year, as stocks are held firmly by packers. Owing to the high price of apples compared with peaches, few are being sold. There was a recent advance in peaches, but they are still cheap, selling from 3c to 4c under apples. Currants are still strong ,and there is difficulty getting shipments, especially for futures. Importers get little satisfaction from Greece—cables sent twelve days ago not yet replied to. Spot stocks are comparatively light. Package dates, which have been scarce on this market for some time, are now arriving, relieving the situation. Package dates are a comparatively staple article, and will sell during the winter.

Dried Fruits—		
Evaporated apples, 50's	....	0 10½
Pears, 25's	....	0 12
Apricots, choice, 25's	0 13	0 14¼
Apricots, choice, 10's	0 14	0 15
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11½	0 12
1 lb. package	....	0 12½
2 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
Californias, 50's	....	0 13
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 7-lb. boxes	....	1 05
Fancy selected, 14-lb. boxes	....	1 90
Prunes—		
90 to 100, 25s	0 07¾	0 08
80 to 90, 25s	0 08	0 08⅝
70 to 80, 25s	0 08½	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	0 09¾	0 10
40 to 50, 25s	0 09⅞	0 11¼
Table Layer Figs—		
7-crown, 35-lb. boxes, per lb.	....	0 17¼
5-crown, 10-lb. boxes, per lb.	....	0 14¾
4-crown, 10-lb. boxes, per lb.	....	0 14
3-crown, 10-lb. boxes, per lb.	....	0 12¾
Glove boxes, per doz.	....	1 25
Cooking figs, taps, about 5 lbs.. lb..	....	0 09

DRIED VEGETABLES.—The demand for white beans eases off as a rule when spring approaches, but the market is holding firm. About the best prices that can be offered are $4.35 for hand-picked, and $4.50 for fancy Japans.

Beans—		
Choice, hand-picked, per bushel	4 35	4 50
3-lb. pickers, bush.	3 90	4 00
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 96 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 00	6 10
Sacks, 40's	3 02	3 07½
Whole peas, bushel	....	2 65

RICE.—An advance was made by wholesalers this week in the price of Siam, which is now quoted at 3⅞c per lb. Lower grade rices are firming up considerably. This is a good line for the grocer to push, as there is no better food value in Canada to-day than rice at prevailing prices. There is also a good profit in it.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05½
No. 2 Japan, per lb.	....	0 04½
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	....	0 08¼
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 05⅞	0 06½

TEAS.—A number of wholesalers are drawing the attention of the trade to fact that there is considerable likelihood of the Government imposing a tax on tea. They draw particular attention to fact that the British Government has recently taxed tea to the extent of a shilling per pound, and they argue that it is only reasonable to expect that Canadian Government, who are also in need of money, will impose a proportionate tax on tea in this country.

BRITISH COLUMBIA MARKETS
By Wire

Vancouver, Jan. 6.—In case of large stocks now stored in city the onion market has suddenly developed an advance. Oregon onions have advanced to around $1.50 on local market. Large stocks were secured a month ago at an even dollar. The rise is attributed to the cold snap. Spuds which slumped with onions some weeks ago are still steady. Asherofts market is unsettled ranging from $16 to $18 chillowacks $10 to $15. Florida grapefruit is $7 per case. Manchuria walnuts are now on the market in two grades at 14 to 16 cents.

Produce and Provisions—		
Butter, creamery, per lb.	0 34	0 36
Butter, New Zealand, lb.	....	0 42
Cheese, per lb., large, 19¼c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23
Eggs, local fresh	....	0 50
Eggs, Vancouver Island	....	0 48
Eggs, Eastern selects, doz.	0 38	0 40
Grapefruit, Florida, case	....	7 10
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-10 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg	....	2 25
Cocoanut, lb.	....	0 18½
Cornmeal, hail	....	3 00
Flour, best patents, per bbl.	....	7 10
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	4 00	4 50
Potatoes, Asherofts, per ton	16 00	18 00
Potatoes, Chilliwacks, ton	10 00	15 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new navel, box	2 50	3 25
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	7 65
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (EDMONTON)
By Wire.

Edmonton, Jan. 6.—The best month in 1915 was December. Wholesalers look for good business during 1916. Cold weather setting in is having a depressing effect on business generally. Collections and sales keep up well. Flour advanced 10 cents cwt. on Monday followed by advance in feed of a dollar per ton, Canned goods are moving freely, tomatoes showing an advance of 10 cents a case.

General—		
Beans, Ashcroft, lb.	....	0 06¼
Beans, white navy, per bush.	....	4 20
Bran, ton	....	18 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 35	0 45
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.30; 80's	....	1 75
Flour, fancy patents, 98-lb. sack	....	3 25
Flour, seconds	....	3 10
Rice, Siam, per cwt.	....	4 05
Shorts, ton	....	20 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 18¾
Bacon, lb., 20c; bellies, lb.	....	0 20½
Butter, creamery, per lb.	....	0 32
Butter, dairy, No. 1, 27c; No. 2	....	0 22
Eggs, extra, per doz.	....	0 40
Eggs, No. 1	....	0 32
Eggs, No. 2	....	0 30
Lard, pure, 3's, per case	....	9 00
Lard, pure, 5's, per case	....	9 85
Lard, 10's, per case	....	9 75
Lard, pure, 20's, each	....	3 23
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Peas, standard, 2 dozen	....	2 20
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10¼c; 25's, 10½c; 35's	....	0 12

ALBERTA MARKETS (CALGARY)
By Wire.

Calgary, Jan. 6.—Flour has advanced 10c per sack. Supply of milling wheat is short, and mills have to close until further supply is available. Matches are up about 20c a case all round. Storage eggs are now lower at $9.50, and likely to be cheaper. Smoked hams are easier, but lard and bacon are firm. Business is opening up nicely for the New Year. Few price changes are made this week.

General—		
Beans, small white Japan, lb.	....	0 07¼
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 67
Rolled oats, bail	....	2 70

Rolled oats, 80s	....	2 30
Rice, Siam, cwt.	4 00	4 40
Potatoes, local, per bush.	....	0 35
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 20½
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 30
Eggs, select, storage, case	....	9 50
Lard, pure, 3s, per case	....	9 60
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 21
Bacon, smoked bellies, per lb.	....	0 22½
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 35
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 98
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	2 65
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	....	0 12
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Grapefruit, Cal.	....	3 50
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	....	32 00
Lemons, case	4 50	4 75
Peaches, crate	0 90	1 00
Tomatoes, Cal., crate	....	2 00

SASKATCHEWAN MARKETS

By Wire.

Regina, Jan. 6.—An advance in Eddies matches is reported this week. Brooms have also advanced, and lard is higher, following prices being quoted: Threes, $8.85; 5's, $8.80; 10's, $8.75; 20's, $2.90. All other staple lines remain stationary. Splendid business is reported between Christmas and New Year's, and while market is fairly quiet, a good volume of business is being done from this centre.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 36
Butter, dairy, No. 1	....	0 27
Cheese, per lb.	0 19¼	0 19⅞
Eggs, new laid	....	0 45
Eggs, fancy, storage	....	0 35
Eggs, good, storage	....	0 30
Lard, 3's, per case	....	8 35
Lard, 5's, per case	....	8 80
Lard, 10's, per case	....	8 75
Lard, 20's, per case	....	2 90
General—		
Beans, Ontario, white, per bush.	....	4 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Apricots, per lb.	....	0 12
Flour, 98's	....	3 40
Rolled oats, 80's	....	2 20
Rice, per cwt.	....	4 00
Onions, 100 lbs.	....	1 75
Sugar, standard, gran., per cwt.	....	7 74
Sugar, yellow, per cwt.	....	7 34
Walnuts, shelled, 47-49c; almonds	....	0 45 0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 69
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 58
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	....	1 75
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 00
Navels	4 00	4 50
Potatoes, bushel	0 60	0 65
Dried Fruits—		
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire.

St. John, Jan. 6.—The grocery trade in New Brunswick reviews the year just closed with considerable satisfaction, and looks forward to coming season with confidence. Only noticeable effect of war so far is slight lessening of demand for fancy goods or luxuries. Collections are somewhat slower, and wholesalers are watching credits more carefully; but there have been few failures and few prospects of more. Market this week shows slight advances in cheese, with corn meal, apple and potato stocks getting low and prices advancing. Apples have increased a dollar a barrel, and cornmeal and potatoes 25c per barrel. The changes are: Cheese, 18½c to 19½c; cornmeal, gran., $6; ordinary, $1.80; apples, $4 to $5; lemons, Messina, $5, and potatoes, $2.75.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	26 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 54	0 56
Eggs, case, per doz.	0 32	0 34
Lard, compound, per lb.	0 12½	0 13
Lard, pure, per lb.	0 14¼	0 14¾
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 65
Flour, Ontario	....	7 10
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	5 00
Lemons, Messina, box	....	5 00
Oranges, Val., case	4 00	5 50
Potatoes, bbls.	....	2 75
Sugar—		
Standard granulated	6 70	6 75
United Empire	6 60	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps	....	7 75
Lemons, Messina, box	....	....
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 53	0 54
Cream of tartar, per lb., bulk	0 50	0 55
Currants	0 12	0 13
Rice, per cwt.	4 75	4 80

In Municipal Offices

Many Grocers and General Dealers Elected to Municipal Honors—Number Increasing From Year to Year.

Each succeeding year there appears to be an increasing number of merchants elected to municipal honors. While the following list is only a partial one—and only includes grocers and general merchants—it indicates that retailers are becoming more and more actively engaged in municipal affairs:—

Grocers.—J. Dwyer, Parry Sound, Mayor; R. D. Little, Owen Sound, Mayor; William Trott, St. Thomas, Mayor; E. B. Reist, Preston, Reeve; E. K. Barnsdale, Stratford, Mayor (re-elected); W. M. Hogg, Bridgeburg, Reeve; John McQuaker, Owen Sound, Second Deputy Reeve; Thomas S. Poole, St. Thomas, Alderman; F. H. Bonnerville, Cobalt, Alderman; J. C. Cholette, Cobalt, Alderman; R. Welsh, Brantford, Alderman; F. C. Harp, Brantford, Alderman; W. J. Mellen, Brantford, Alderman; W. R. Cole, Mitchell, School Trustee; J. R. Henderson, Kingston, Board of Education; T. H. Knight, Bowmanville, Councillor; J. P. Sheppard, Clinton, Councillor; R. A. Climie, Listowel, Councillor; J. Staunton, Deseronto, Councillor; A. J. Bourne, Grimsby, Councillor; T. H. Ellis, Mount Forest, Councillor; John Reist, Berlin, Councillor; Geo. E. Zettel, Berlin, Ont., Councillor; D. Le Barre, Oakville, Ont.; Councillor; D. E. Duncan, Owen Sound, Councillor; A. Lloyd, Owen Sound, Councillor; J. B. Kemp, Pembroke, Councillor; J. R. Robinson, Parkhill, Councillor; P. Cardno, Seaforth, Councillor; F. Sterling, Simcoe, Councillor.

General Merchants.—Charles Pierce, Timmins, Ont., Councillor; J. P. McLaughlin, Timmins, Ont., Councillor; T. S. Ford, Mitchell, Commissioner; R. D. Robertson, W. Flour and Prov., Cobalt, Ont., Alderman; David Korman, Englehart, Ont., Councillor; Arthur Stevens, Englehart, Ont., Councillor; B. P. D. Boyer, Haileybury, Ont., Councillor; T. B. Shillington, Blenheim Hydro Commission; W. J. Armstrong, Campbellford, Mayor; J. A. Anderson, Campbellford, Councillor; T. Clarke, Mount Forest, Mayor; R. Stinett, Petrolia, Ont., Mayor; P. F. Reilley, Petrolia, Ont., Deputy Reeve.

Canadian Grocer would be pleased to hear of others who have been elected to municipal offices.

John Galt of the Blue Ribbon Tea Co., Winnipeg, has presented to the Canadian Red Cross Society a new touring car valued at about $5,000 which will be used in connection with Canadian convalescent hospitals in England.

The Robert Gillespie Co., have started business as brokers and manufacturers' agents at 123 Bannatyne Ave., Winnipeg, and will conduct an import and commission business comprising grocery specialities and high class imported confectionery, etc. R. Gillespie, the manager, was for nearly nine years with Maclure & Langley, and lately manager of their Winnipeg branch.

Among the travelers of the Royal Crown Soaps, Ltd., Winnipeg, who spent their holidays in the East were: A. E. Moyer, traveler from Saskatoon West, who went to Berlin, Ont.; A. H. Cameron, who travels in Southern Manitoba, and east to Port Arthur, visited his father in Peterborough, Ont., and G. E. Edlestein, of Regina, N. P. McCallum, J. Houghton and N. J. Lawrie, all of whom spent Christmas and New Year's in Winnipeg.

Cranberries Higher: New Potatoes In

Scarcity of Cranberries Reason for Advance—Florida Sends Some Head Lettuce — Potatoes Still Firm—Pineapples Higher: Florida Oranges Down.

MONTREAL

FRUIT.—On account of wet weather in California, higher prices are being asked for navel oranges on track. This, however, has not as yet affected the local market, and it is doubtful if it will, as there are lots of oranges here, and the demand is not heavy following the holiday period. There is a firmer tendency in the quotations on apples, which is largely the result of a wider range of quality as the season advances; prices for the better qualities show an advance of about 50c. Some dealers believe that the prices are going higher than the demand warrants. Cranberries are quoted higher, Nova Scotia berries now being quoted at $8. The fruit market is quiet following the holiday demand, which was generally satisfactory.

Apples—		
Fameuse, No. 1's	....	6 50
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	6 00	6 50
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 50	5 00
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	....	9 00
Cranberries, Nova Scotia, bbl.	....	8 00
Grapefruit, 46-54-64-80-96	2 50	4 00
Grapes, Malaga, heavy weight, bbl.	6 50	7 00
Lemons—		
California	4 00	4 25
Verdellis	....	4 50
Malaga, 420 size	4 00	4 25
Messina, 300 size, box	3 75	4 50
Oranges—		
Valencia, 714 size	6 50	7 00
Valencia, 420 size	....	5 50
Navels	3 50	4 25
Jamaica, 196-200-216	2 50	2 75
Porto Rico, 126-150-250-288	....	2 75
Mexican	2 25	2 50
Pineapples, 18-24 and 30-36	....	4 00

VEGETABLES.—Both green and wax beans have advanced to $7. The demand, however, at that price is very poor, as it is considered as abnormally high. The market for Green Mountain potatoes is still firm at $1.50, and for Montreal at $1.25. Advances are noted in the quotations on parsnips, which are now 75c to $1. Outdoor parsley is done now, and hothouse grown is being offered, the price being 40c. Canadian watercress is off the market, and 75c is being asked for Boston hothouse grown. A car of Florida lettuce is expected this week, and we are told that from now on there will be a car arriving each week. This should put down the market. Florida lettuce has been offered on the market before, but the shipments have never been made in carload lots.

Artichokes, bag	....	1 25
Beets, bag	....	0 50
Beans, wax, N.Y., per basket	....	7 00
Beans, green, N.Y., per basket	....	7 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 75
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	6 25	6 50
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Leeks, bunch	0 15	0 20
Head lettuce, Boston, box	....	2 50
Curly lettuce, box 4 doz.	....	2 50
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Onions—		
Montreal, 75 lbs., bag	....	1 75
Spanish, crate	....	5 50
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 40
Potatoes—		
Montreal, 80 lbs., bag	1 15	1 25
New Brunswick, 80 lbs., bag	....	1 50
Sweet, hamper	1 75	2 00
Spinach, New York, bbl.	....	3 50
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 20	0 25
Pumpkins, doz.	....	1 00
Watercress, Boston hothouse, doz.	....	0 75

TORONTO

FRUIT.—After a busy two weeks it is not unexpected that the fruit market is somewhat quiet again. Lots of oranges and grapefruit continue to arrive. Florida oranges are down about 25 cents, large-sized fruit is offered as low as $2.25 to $2.50, which shows, inasmuch as there is a big demand, that stocks are plentiful. Grapefruit is unchanged in prices, with excellent demand. Cranberries are firmer and scarcer, and $14 is a more likely price than $13, though we quote both. Pineapples from Porto Rico have taken a big jump to $4.50 or $5. There is a fair demand with scarce stocks. Tangerines are selling more by the strap than by the box, and we quote $4.50 to $5. Some more strawberries have arrived from Florida, but they are too high for any but the deep-pocketed. Pomegranates sell here and there. Business, taking it all round, is a trifle dull, for the moment.

Apples, new, bbl.	2 50	4 50
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl.	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 20	0 40
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 50	1 80
Cranberries, bbl.	13 00	14 00
Figs, 10-lb. box	1 35	1 40
Grapefruit—		
Florda, case	3 50	4 25
Porto Rico, case	3 00	3 25
Cuban, case	3 25	3 50
Grapes, Malaga, keg	6 00	9 00
Oranges—		
California, Valencias	6 25	6 50
Florida, case	2 50	3 25
Navels	2 50	3 75
Lemons, new, Calif., box	3 50	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pears—		
Canadian, box	2 75	3 00
Pineapples, Porto Rico	4 00	5 00
Pomegranates, case	2 75	3 00
Strawberries, Florida, box	0 90	1 00
Tangerines, strap	4 50	5 00

VEGETABLES.—A car of Florida head lettuce came in this morning and was eagerly snapped up at $3 to $3.50 a hamper, of a bushel. Cauliflower, selling in cases, was lower at $3 to $3.50. Hothouse cucumbers, however, were up about 25c., on limited supply. Lettuce from Boston still fetches around $4, with some second stuff half a dollar lower. Canadian onions in 75-lb. sacks are higher at $1.30 to $1.50. So are sweet potatoes, although demand is occasional in character. New potatoes are worth $4.25 to $4.50 a hamper. Tomatoes are down two or three cents. There is not very much doing on the vegetable market. Demand is steady, and rather on the light side.

Artichokes, 11-qt. basket	0 25	0 30
Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Cauliflower, case	3 00	3 50
Carrots, new, bag	0 75	0 80
Celery, doz.	0 15	0 30
Celery, Cal., case	5 00	6 00
Cucumbers—		
Hothouse, doz.	2 50	2 75
Onions—		
Can., 75-lb. sack	1 30	1 50
Spanish, large case	4 75	4 80
Lettuce, Boston, hamper	3 50	4 00
Mushrooms, imported, 6 qt.	2 25	2 75
Parsnips, bag	0 75	0 80
Peppers, green, doz.	0 65	0 70
Potatoes, new, hamper	4 25	4 50
Potatoes, N.B., Delawares	1 50	1 60
Parsnips, bag	0 80	0 85
Potatoes, sweet, kiln-dried, hamper	1 40	1 45
Potatoes, B.C., 100-lb.	....	1 50
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 25	0 27
Vegetable oyster, 11-qt. basket	0 75	0 80

WINNIPEG

FRUITS AND VEGETABLES.—There is little new on this market, and is not likely to be for about a month. Newest arrival is California celery, which is quoted at $1.35 per doz. B. C. apples are being offered as low as $1.65 and $1.90. Washington pears and Danjou pears are scarce. California tomatoes are quoted at 30c per lb. California cabbage are quoted at 1½c lb.

Some Frozen Fish Scarce

Fresh Lake Trout Selling Well—Prawns From Missouri in Great Demand — Lobster More Plentiful and Lower—Express Stock Haddies Higher—Extra Smelts Advance.

MONTREAL

FISH.—With the new year the fish business turned a new leaf, and the first few days augur well for a good steady trade. A healthy demand started in with first of month. It is a known fact that throughout the season up to the present time the ordering has been done from hand to mouth, but now that the weather will be more seasonable, business has improved wonderfully. As is customary, an inventory is always taken by the holder the last day of the year, and from what can be learned stocks were not as large as it was thought. For instance, there is likely to be shortage of Eastern fish, such as frozen haddock, market cod and steak cod, and, therefore, in the smoked lines, like fillets and haddies. Another scarcity is likely to take place in frozen lake fish, such as yellows, jacks and whitefish. Happily, a good deal of pan frozen stock has been stored, and this will help the situation. In the pickled, salted and prepared lines there is little demand, and no inquiries are expected for a few weeks yet.

TORONTO

FISH AND OYSTERS.—"Now that it's all over, I don't mind telling you," said one wholesaler, "that we've had the best holiday business in years." That seems to be the sum total of opinions from fish men as to the Christmas and New Year's trade. The two holidays proved mighty good harvesters, and they brought in a crop of orders. Hotel and restaurant trade was particularly good.

There was a shipment of fresh lake trout in Tuesday from Owen Sound. Quality is excellent and 14 cents a lb. is asked and gotten. Trout is about the only fresh caught stuff selling. In smoked lines express stock haddies are worth 12 cents and fillets 13 to 14 a lb. There is no smoked halibut selling. Nor is there must eastern halibut. Western has a good sale, frozen, of course. Extra smelts, for which demand is excellent, are advanced to 20 cents. Prawns seem to be a feature. The quality is more than usually good this year, and the stuff coming in from Belaski, Miss., is selling like hot cakes. It is worth $2.50 Imp. gallon. Lobsters are more plentiful and lower in price. We now quote 45 cents, at which there is a firm demand. Steak cod is fetching 9 to 10 cents, while flounders are higher at 14c. There is a temporary scarcity.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.12
Haddies, 15-lb. and 30-lb. boxes, lb.	.07½-.08	.09½-.10
Haddies, fillets, per lb.	.10	.13-.14
Haddies, Niobe, boneless, per lb.	.09	....
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.50
Kippered herrings, selected, 50 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.10½
Red Cohoes or silvers, per lb.	.09-.09½	.12
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.12
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak codfish, per lb.	.05½-.06	.10
Canadian soles, per lb.	.06	.10
Blue fish, per lb.	.15-.16	.20
Smelts	.10	.12
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes. a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	5½— 6	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	5½— 6	9 —10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	..

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Dressed bullheads	0 12	....
Eels, lb.	0 10	0 08
Dore	11—12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dres sor ound, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Difficulty is being experienced getting fresh dressed turkeys, as the farmers will not deliver them until frozen. Geese are cheaper, as the demand is off. This might be said of most poultry lines, as people are pretty well sick of it after the holidays.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 11
Bloaters, per box	....	1 75
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, 3-gal. tins	....	2 75
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 10
Roosters	0 08	0 09
Chickens	0 12	0 13
Turkeys	0 14	0 16
Ducks	....	0 11
Ducklings	....	0 12
Geese	....	0 10
Poultry, Dressed—		
Ducks, No. 1	....	0 18
Fowl, No. 1	....	0 15
Turkeys, No. 1	....	0 24
Ducks, No. 1	....	0 16
Geese, No. 1	....	0 15

Creamery Butter Easier

Newlaids Lower Too on More Suitable Weather For the Hen—Poultry Prices Keep Quite Firm —No Change in Cheese—Storage Egg Surplus Being Exported.

MONTREAL

PROVISIONS.—The demand during past week has been good. Hams and bacon especially were in good demand. The market is firm and steady, but there are no changes in quotations with exception of slight firmness in pure lard.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 29
Pcameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Sboulders, bone in		0 15
Sholders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 28
Hams, roast, per lb.		0 31
Sboulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-160 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Boxes, 50 lbs. net		0 17
Pails, wood, 20 lbs. gross		0 15¼
Pails, tin, 20 lbs. gross		0 14¾
Cases, 10 lbs., tins, 60 in case		[illegible]
Cases, 3 and 5-lb. tins, 60 in case		0 16½
Bricks, 1 lb., eacb		0 17
Lard, Compound—		
Tierces, 375 lbs., net		0 12
Tubs, 50 lbs., net		0 12½
Boxes, 50 lbs., net		0 12¾
Pails, wood, 20 lbs., net		0 12¾
Pails, tin, 20 lbs., net		0 13¾
Cases, 10-lb. tins, 60 in case		0 13½
Cases, 3 and 5-lb. tins, 60 in case		0 14½
Bricks, 1 lb., each		
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—The market is firm and steady, and the demand is good. Stocks are not as large as they were at this time last year. Prices are the same.

Butter—		
Finest creamery, September make		0 36
Finest creamery, fresh made		0 34½
Dairy prints		0 28
Dairy, solids		0 27
Separator prints		0 26
Bakers		0 23

CHEESE.—The market shows considerable firmness. Stocks are larger than they were last year at corresponding date, but the demand is very good and no drop is anticipated. Quotations remain the same as last week.

Cheese—		
Old make		0 22
Stilton		0 21
New make	0 19	0 20

EGGS.—The stock of storage eggs, though not as large as last year is ample for the local market. The surplus of storage eggs has been exported, and it is not expected that any more will be exported this year. Receipts of new laid eggs are increasing and the market is a little easier on that line alone. New laids are now at 45 cents.

Eggs, case lots—		
New laid, stamped		0 45
Selects		0 33
No. 1's		0 30
No. 2's		0 28

POULTRY.—The demand for fresh killed poultry for Christmas and New Year trade was exceptionally good, and all the fresh killed poultry was pretty well cleaned up before the New Year. Though prices were not as high as Toronto market, yet the farmers were paid prices which should encourage them and show them that it is worth while raising all the poultry they can. From now on there will be little fresh killed poultry available, and the demand will be for frozen stocks. Live stock is commencing to be in good demand, and there is little stock moving on account of stormy weather. The result is an advance in prices. Small fowl are now selling at 14 to 15 cents. Geese are 14 to 16, ducks 18 to 20, and chickens 13 to 16.

Poultry—		
Frozen stock—		
Fowl, small	0 12	0 13
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 25	0 30
Fresh stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 19
Fowl, small	0 10	0 12
Ducks		0 20
Geese	0 16	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 23
Roasting chicken, ordinary	0 18	0 20
Spring broilers, dressed, pair	0 76	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 14	0 15
Turkeys	0 19	0 20
Ducks	0 18	0 20
Geese	0 14	0 16
Chicken	0 13	0 16

HONEY.—The market is quiet and the demand is fair.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10¼
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

Receipts in Montreal

	Butter	Cheese	Eggs
Week ending Jan. 1, 1916	1,441	1,550	2,345
Week ending Jan. 2, 1915	877	543	1,910

Stocks in Montreal

	Dec. 30, 1914.	Dec. 31, 1915.
Butter—		
Creamery, pkgs.	78,414	64,871
Dairy, pkgs.	1,591	4,713
Cheese, boxes	19,441	53,309
Eggs—		
Fresh, cases 30 doz.	61	852
Cold storage, 30 doz.	23,280	31,074

TORONTO

PROVISION.—There is nothing of importance to record in this market. Pork products are all firm. Lard shows no appreciable change.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18
Large, per lb.	0 14½	0 15
Backs—		
Plain	0 24	0 25
Boneless, per lb.	0 27	0 28
Pea meal, per lb.	0 27	0 28
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Flat backs, lb.	0 13	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Sboulders, boiled, per lb.	0 24	0 25
Sboulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14¼	0 14½
Pails	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Dressed, abattoir killed	14 00	14 25

BUTTER.—With the exception of a slight decline again in creamery, this market, likewise, is featureless. Dairy has firmed up a trifle, but it shows no appreciable advance. There is rather more creamery coming, and that, coupled with a lighter demand, is responsible for the decline.

Butter—		
Creamery prints, fresh	0 34	0 35
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 27	0 29
Bakers'	0 22	0 23

CHEESE.—Prices and conditions are about the same. Oversea demand still continues heavy, and domestic demand shows no abatement. Business is good at firm levels.

Cheese—		
Large, per lb.	0 18¼	0 19
Twins, per lb.	0 18¾	0 19¼

EGGS.—New-laids are easier, and we quote 45c to 55c. The milder weather is chiefly responsible; supplies are more plentiful, and though demand has not abated at all, there are now enough to go round. The storage situation has

changed little. No advances are recorded.

Eggs—		
New laids, specials, in cartons	0 45	0 55
Extras	0 33	0 35
No. 1, storage	0 30	0 31
No. 2, storage	0 25	0 26

POULTRY.—The list shows little easiness after the holiday demand, most prices being firmer, rather. Turkey is still in big demand, with none too good supplies. Spring chicken, at high prices, gets good business, too.

Poultry—	Live	Dressed
Old fowl, pound	0 09—0 11	0 10—0 12
Spring broilers	0 12—0 13	0 14—0 16
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 11—0 12	0 15—0 16

HONEY.—The situation, both as to prices and conditions, is unchanged.

Buckwheat, tins	....	0 08
Strained, clover, 60-lb. tins	0 11	0 12
Strained clover, in 10-lb. tins	0 12	0 12½
Strained clover, in 5-lb. tins	0 12½	0 13
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS. — Meats are naturally quiet at this period due to so much poultry being used for the holidays, but prices are held firm, as there has been another local advance in live hogs. The advance was not a big one, but sufficient to keep prices firm. Butter prices remain firm.

The creamery buttery market is firm, and all the poorer grades have practically been cleaned up, leaving only the finest available. Eggs are being exported from here to sell at 20 shillings for 10 dozen, which is equal to 50c dozen. As it costs 8 to 9c to get them over, exporters are paying 41c in Winnipeg which shows the condition of the egg market. Prices will remain firm for some time, but it is hardly likely they will go higher. The cheese market is high, 19½c being quoted here. It will probably go higher, as the British Government is expected to place an order for 40,000 boxes, which will about clean up the East.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 25	0 28
Bacon—		
Breakfast, per lb.	0 19	0 24
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 28
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	20 00
Lard, Pure—		
Tierces	....	0 13¼
Pails	....	2 80
Cases, 5s	....	8 77
Cases, 3s	....	8 86
Lard, Compound—		
Tierces	....	0 12¼
Butter—		
Creamery	0 33	0 35
Best dairy	0 25	0 28
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cartons	....	0 32
Cheese—		
Ontario, large	....	0 19¼
Ontario, twins	....	0 19¾

Is An Honest Man Worthy of Credit?

Winnipeg Banker Advises Credit Men, While Inquiring Into Character and Ability of Merchants, to Pay Particular Attention Also to Their Health.

CHAS. O. HODGKINS, Winnipeg manager of the Sterling Bank of Canada, addressing a gathering of credit men at the Winnipeg Y.M.C.A. on Dec. 15, advised his hearers, when considering applications for credit, to learn something of the health of the merchant, claiming that while honesty was a fine qualification, it did not always pay the bills. He took as his subject, "Credit From the Banker's Standpoint," and he outlined the methods followed by the bankers in investigating and determining risks. He also briefly touched upon the Bank Act as it affects securities in relation to credit. The business of extending credit by the bank and by the wholesale house was different, although the principle was the same. Bank credit was extended on a comparatively small profit, while mercantile credit provided a larger profit. There was no guide for bankers to follow in the matter of extending credit, and the banker had to merely size up his customer and gather information about him.

Banking was a business of experience and common sense, and one of the qualifications of a successful banker was that he must get business and also turn business away. Bankers got information through paid agents, such as mercantile houses, sending special missions out seeking the facts, and through the registry office, while one of the best methods of keeping an up-to-date grasp on men and affairs was to peruse the local papers. It was surprising to find so many men approaching bankers and deliberately giving false information regarding their financial standing.

Advice to Credit Men

Mr. Hodgkins stated that in his experience he had found that a man who had failed once was more liable to fail a second time, for his back was easier to be broken a second time than the first. Then they had the visionary men to deal with in the matter of credit. Frequently it had come to his notice where men would buy some real estate one day for $10,000 and next day set it down to be worth $15,000, because they were optimistic that the property would quickly become more valuable.

During the past two or three years, Mr. Hodgkins declared, he had been struck with the "declining extravagance" of the people of the West. A few years ago the extravagance of Western people was shocking, for men and women simply threw their money away. The speaker advised credit men that they could take a man who possessed ability, honesty and good health as a reasonably good risk.

CALENDARS FOR 1916

The Hudson Bay Co. have issued this year a most attractive calendar, and one of an historic character. The illustration is a reprint of a celebrated painting showing the voyage of the first Hudson Bay expedition. Those who remember their history will recollect that in 1666 two French traders came to the court of Charles II., into whose sympathetic ear they told a tale of the wealth of the great North-Western part of Canada, and inspired in him the idea from which was developed the Hudson Bay Co. This was incorporated back in 1670—246 years ago. The illustration of the calendar is, of course, in colors, and shows an old-time trading vessel that was so familiar in the seventeenth century.

* * *

The Crosby Molasses Co. of St. John, N.B., have issued a most useful combination calendar and memo pad. The cover is of leather, there being an opening in the front showing the day and date printed on the page for memos. As each day passes the page is torn off, showing the next day and date. It is accompanied by pencil in neat leather holder at the side. Besides being useful as a calendar, its virtue as a memo. pad makes it doubly acceptable on the desk of a busy man.

DUTY ON TEA PACKAGES

In Appraisers Bulletin No. 1233, issued by the Department of Customs, the following item in reference to tea packages appears:—

"Small paper packages containing tea, which have to be destroyed to get at contents, entitled to entry as usual coverings when containing tea entitled to free entry. If tea is subject to duty, such packages would be dutiable at same rate as tea unless the value was separately stated on invoice, in which case dutiable at 20 per cent. general tariff, under tariff item 710 (b)."

Is the phrase "if tea is subject to duty, etc.," ominous? Shall we see a duty when the Finance Minister brings down his budget?

Winter Wheat and Feed Flour Higher

Ontario Oats Also Up Two to Three Cents—Wheatlets Advance Slightly—Firmness Reigns in Flour Markets—Ocean Freights a Bull Factor—Wheat Prices About 20c Bushel Above Those of Month Ago

MONTREAL

FLOUR—On account of the holidays, business has been quiet. The market has shown slight advances and declines, the one counteracting the other. It might be noted that the market has advanced 80 cents in the last month. On December 3rd, the price was $6.10 and to-day is 6.90. It is impossible to forecast future changes as the wheat market is uncertain and it will depend on how the demand comes back after the holidays. Winter wheat flour advanced 20 cents last week. The market is quiet and little business is being done.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 90
Second patents	6 40
Strong bakers	6 20

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 05	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 99

CEREALS—The market is firm and steady and there are no changes to report. In the last two months oats have gradually advanced but in all only about 4 cents. However unless there is a marked advance rolled oats will not likely be affected. The government has forbidden the export of rolled oats with some exceptions with the result there are good supplies in Canada.

Cornmeal—	Per 98-lb. sack
Gold dust	2 25 2 45
Unbolted	2 00 2 15
Rolled Oats—	90's in jute.
Small lots	2 60 2 65
25 bags or more	2 60
Rolled oats in cotton sacks, 5 cents more.	
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, n jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 50
Rye our, bag	2 65 2 80
Barley, pot	2 80
Barley, pearl, lb.	0 04½

FEED—The demand for shorts continues strong but is not so good for bran. There is no change in quotations. Business in feeds is quiet generally and will be so until after January 6th, which is a big holiday in this province.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chops, ton	31 00
Crushed oats, ton	32 00
Oats, chop, ton	32 00
Barley chop, ton	31 00
Feed oats, cleaned, Manitoba, bush.	0 53
Feed wheat, bag	1 90

TORONTO

FLOUR.—The market retains all its firmness and levels show no disposition to go lower. There is, however, no advance to record. First patents are worth $6.80, which was the figure attained after the 20 cent advance as we went to press last week. The export demand is very heavy. Difficulty is experienced in getting ocean space for January shipment, so disturbing is the worth of freights. Millers, if they could secure prompt shipment, could sell even more than they have contracted for. Domestic demand keeps up too, particularly for winter wheat flour, which is about 20 cents higher, at $5.20. There is nothing to show lower levels at all.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	7 00	6 80
Second patents	6 50	6 30
Strong bakers	6 30	6 10
Ontario winter wheat flour 90 per cent. (Board of Trade quotation) car lots..	5 60	5 20

CEREALS.—On the basis of higher Manitoba prices Graham and whole wheat flour are selling for $3.05 and are quite firm. There is an advance in wheatlets of about 15 cents, bringing quotations up to $3.40. Rolled oats is steady, with little feature, at $2.60. Barley is in good demand, both pearl and pot.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	....	3 05
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 60
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 05
Wheatlets, 98 lbs.	....	3 40

FEEDS.—Feed flour, which advanced 5c last week, is higher again by a like amount, and we now quote $1.65. Ontario oats, which declined last week, sold up Tuesday two to three cents, and our quotation is 39c which is low if anything. Demand for bran and shorts is very heavy.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Middlings	26 00
Feed flour, per bag	1 65
Oats—	
No. 3, Ontario, outside points	0 39

WINNIPEG

FLOUR AND CEREALS.—An advance of 20c took place in flour Thursday last, being now quoted at $6.60 per barrel, due to a further advance in wheat. The latter market eased off on Monday, but strengthened later on in the week. The demand for flour continues good from the country, but city business is quiet. City dealers are buying more from hand to mouth. Cereals are quiet, but prices are expected to remain firm. The demand was good until two weeks ago. The Eastern demand for feeds continues strong, although the advance predicted did not materialize in the West. Prices are up in the East, and it is expected that as a result Western prices will advance about $1 a ton early in the new year.

Flour—		
Best patents	....	6 60
Bakers	....	5 50
Clears	....	5 40
XXXX	....	4 30
Cereals—		
Rolled oats, 80 lbs.	2 10	2 15
Oatmeal, standard and gran., 98 lbs..	....	2 70
Cornmeal	....	2 35
Feeds—		
Bran, ton	....	17 00
Shorts, ton	....	19 00
Middlings, ton	....	19 00
Mixed chop, ton	....	30 00

WANTED

COMMERCIAL TRAVELLER WORKING all Canada, from Halifax, N.S., to Victoria, B.C., is open to carry another line of goods suitable for wholesale grocers and large retail grocery establishments. Commission basis. Box 122, Canadian Grocer, Toronto.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

After Stock Taking

You will require to replenish your stocks. See that you handle only the highest grades during 1916.

TILLSON'S OATS

TILLSON'S "SCOTCH" FINE CUT OATMEAL
TILLSON'S "SCOTCH" HEALTH BRAN
RAINBOW FLOUR, For Bread
GOLD SEAL FLOUR, For Pastry

Are Trade Builders

FREE WINDOW DISPLAY
Sent Upon Request

Canadian Cereal and Flour Mills Company, Limited
TORONTO **CANADA**

OLIVE OIL

A limited quantity left of highest grade Extra Virgen Finest French Packed Olive Oil in Tins—

½ Gal. Size (c/s 20 Tins) .... $1.10 Tin
1 Gal. Size (c/s 10 Tins) .... 2.15 Tin

Pure Olive Oil is becoming more and more recognized as having a high food and medicinal value.

High Grade Olive Oil is very scarce. Our quotations are below to-day's cost of importation.

Warren Bros. & Co.
LIMITED
Queen and Portland Streets
TORONTO, ONT.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker. Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 65
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Tell your Wholesaler you must have

DA COSTA & CO.'S

EXTRA FANCY BARBADOS

MOLASSES

Owing to the high prices ruling for Sugar and which are likely to continue next season, it seems certain that prices of the new crop Molasses will again be high, though perhaps not so high as last season, as the Barbados Sugar Cane crop promises to be a large one.

Owing to the high prices it is all the more important that you should buy the brand of Molasses which you know will give satisfaction both to you and to your customers.

INSIST UPON HAVING DA COSTA'S

The price is no higher than for other brands

Double Your Biscuit Sales During 1916 by Centralizing your Efforts on the Biggest and Best Package for the Money.

Meadow Cream Sodas are the lightest, crispest biscuits made — the package is the largest on the market for the money.

This brings first sales; repeats come as a result of their delicious, rich, creamy flavor.

Don't stock Meadow Cream Sodas for the sake of handling them, but sell them. **Give them a prominent display. Trial shipment on request.**

W. J. CROTHERS & CO., KINGSTON, ONT.

Canada's finest wheat makes this popular, wholesome macaroni

Made from the very best wheat that Canada's rich soil produces, and made in a way that preserves all the body-building nutriment of the wheat.

L'Etoile Macaroni

(Star)

and

Hirondelle Macaroni

(Swallow)

possess every requisite of a popular selling line. These Canadian-made products equal in every respect the most expensive imported brands. Their splendid selling merits will convince you of their established popularity.

Ask your wholesaler for L'Etoile and Hirondelle Macaroni.

C. H. Catelli, Limited

MONTREAL

AGENTS:

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

5 Box lots and upward—Freight prepaid up to 50 cents

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity," each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA Reindeer Brand, each 24 cans	4 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs. per case

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz. weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.90; 2s, $5.50; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.90; 2s, $5.50; 6s, $18.

Boiled Beef, 1s, $2.90; 2s, $5.50; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Make Money in January

WHITEFISH

Large Assortment of Ocean and Lake Fish

FROZEN, SALTED AND SMOKED

HALIBUT SALMON WHITEFISH TROUT HERRINGS TULIBEES SMELTS ETC.

Pickled Herrings and Trout, Haddies, Ciscoes, Kippers and Bloaters. Oysters largest size and best value on the market.

White & Co., Limited

Wholesale Importers TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

As Usual

The Finest Lemons on the market.

"St. Nicholas"
"Queen City"
"Kicking"

J. J. McCabe

Agent

TORONTO

Seasonable Goods For 1916

Extra Fancy
California Celery
and Cauliflower
California Oranges
and Lemons
Malaga Grapes
All Extra Quality.

HUGH WALKER & SON

GUELPH, ONTARIO

Don't Guess

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin-Brereton Co., Ltd., Winnipeg, Man.; A. N. Cowdry & Co., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:
5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30, ½ lb. 60 } Packages Mixed 3 50

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 40

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

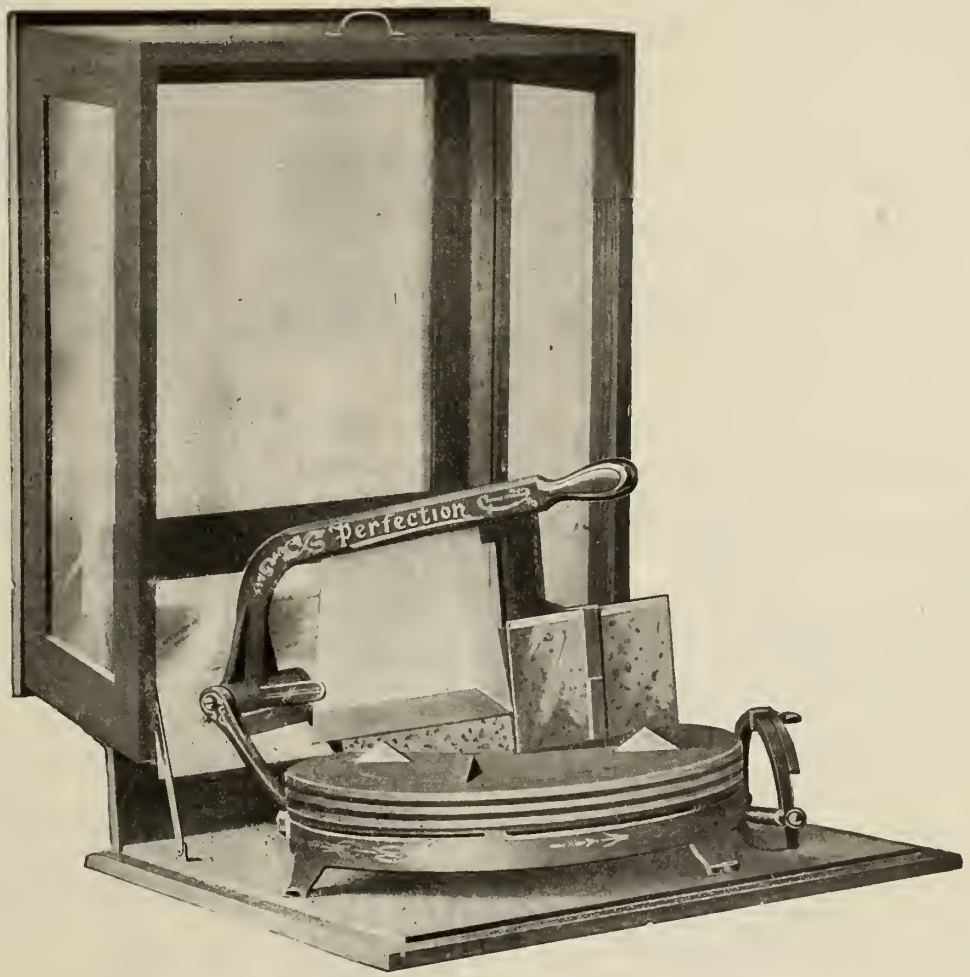
IT IS A CHEESE CUTTER WORTH HAVING.

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need A PROFIT-SAVER.

BUY IT NOW.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must he added to cost to cover postage, etc.

Contractions count as one word, hut five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot he acknowledged.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"The Utmost in Lemons"
Placido Costa & Co.
MESSINA BRANCH AT CATANIA
Agents for Canada Wanted

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH WELLINGTON

JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS

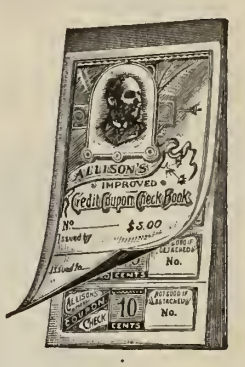
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

TANGLEFOOT

The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

Coupon Books

Write Us For



Catalog Samples Prices

We extend to you our
Best Wishes
for a Happy and Prosperous
New Year.

Allison Coupon Company
Indianapolis, Indiana, U.S.A.

Kindly mention this paper when writing advertisers.

THEY ARE GOOD OLD STAND-BYS
Baker's Cocoa and Chocolate

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Registered Trade-Mark

Trade-mark on every genuine package.

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

No. 35

A good investment

Installing the Elgin Coffee Mill is about the best investment you can possibly make. It doesn't cost you a bit more than the inferior mill—initial expense is the only expense.

No complicated mechanism to get out of order; no cost for electric current.

Our large model cuts 3¼ pounds of coffee in one minute, the smaller ones in proportion.

Get our illustrated catalog with full particulars. Elgin Nationals handled by the best Canadian jobbers.

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

By Special royal permission

King Oscar spells profit for you

The secret of the wonderful selling power of King Oscar Brand Sardines is quality.

We realized that the quality would tell once it was placed before the public; hence our bill board and newspaper advertising. The advertising created the initial sale—the continuous demand followed.

Every box of King Oscar is uniform in quality, containing nothing but the pick of the Norwegian Sardines. Thus you are safe in recommending them to the most discriminating.

Is your stock in good shape for the big winter demand?

CANADIAN AGENTS

J. W. Bickle & Greening
J. A. HENDERSON
Hamilton : : Ontario

DIET FLOUR

This flour is milled to meet a definite demand of certain of your customers, and is distinct and different from other kinds. It is a special flour for a special purpose.

This flour is especially adapted to dietetic purposes, and as such has the hearty endorsation of Canada's leading physicians.

A large percentage of the starch has been extracted, which leaves it particularly rich in gluten and is therefore recommended for use in cases of diabetes.

It costs more to make—naturally—but is worth it.

Put up in 5-lb. bags, 1 doz. to a case —@ $4.80.

Retails @ 50c per bag—and repeats. It is sold under the White Swan guarantee of complete satisfaction, or your money back.

We know our goods and want none but satisfied customers.

The White Swan Spices and Cereals, Limited

156 Pearl Street TORONTO

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
American Computing Co..... 51
American Vineyard Co. ..... Inside Front Cover
Anchor Cap & Closure Corp. 56
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker, Walter, & Co., Ltd... 52
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 53
Bickle & Greening 53
Borden Milk Co. 3
Bradstreets 14

C

Canada Foods, Ltd. 13
Canadian Cereal & Flour Mills Co. 43
Canadian Salt Co. 4
Cane, Wm., & Sons Co., Ltd. 4
Carr & Co. 50
Catelli, C. H., Limited 46
Channell Chemical Co., Ltd.. 9
Chase & Sanborn 6
Church & Dwight 4
Clark, Ltd., W. 5
Concord Canning Co. 4
Connors Bros. 8
Crescent Mfg. Co. 52
Crothers & Co., W. J. 45

D

Da Costa & Co. 45
Dominion Canners 7
Dominion Glass Co. 10
Dominion Match Co. 28, 29

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H..... 14
Eureka Refrigerator Co. 15

F

Fearman, F. W., & Co. 15
Freeman Co., W. A. 48
Furnivall-New 15

G

Gillespie, Robert 14
Guelph Soap Co. 12

H

Hamilton Cotton Co. 8
Hargreaves (Canada), Ltd... 9
Hygienic Products Co. 8

I

Imperial Extract Co. 16

L

Lambe & Co., W. G. A..... 14
Laporte, Martin, Limited .. 55
Leacock & Co. 12
Lemon Bros. 49
Libby, McNeill & Libby..... Inside front cover
Lightcap, O. F. 14

M

Mackenzie & Morris 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Malcolm's Condensing Co.... Inside back cover
Mathieu, J. L., & Co. 56
McCabe, J. J. 49
McVittie & Price, Ltd. 48
Millman, W. H., Sons 14

N

National Licorice Co. 13
Nelson Club Cigar Co. 14
Nickel Plate Stove Polish Co. 8

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd.... 14
Placido Costa & Co. 52

R

Red Rose Tea 15
Rock City Tobacco Co. ..... Inside back cover
Root Canadian House 52

S

Sheznoka Ken Tea Guild.... 11
Smith & Son, E. D. 6
Smith & Schipper Co. 14
Stevens, Hepner Co., Ltd.... 9
St. Lawrence Sugar Refining 13
Symington, Thos., & Co. 12

T

Tippet & Co., A. P. 2
Thum Co., O. W. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Wagstaffes, Limited..Back cover
Walker, Hugh, & Son 50
Warren Bros. & Co. 44
Webb, Harry 14
Welch Grape Juice Co. ..... Front cover
Wethey, J. H., Ltd. 44
White & Co. 49
White Swan Spices & Cereals, Limited 54
Woodruff & Edwards 53
Woods & Co., Walter 49

LAPORTE, MARTIN, LIMITÉE

10th ANNUAL Pro-Inventory SALE

We herewith publish a partial list of the extraordinary Grocery Values we are offering in our annual sale. **You** are given an opportunity to save on the usual price for the best grade of groceries.

15,000 BOXES OF DRIED FRUITS

RAISINS—Valencias, Currants, Californias, Sultanas and Malaga Table, Figs, Dates.
EVAPORATED FRUITS—Apples, Pears, Peaches, Prunes and Apricots.
PEELS—Whole and Cut—Lemon, Orange, Citron.
Shelled and Whole Nuts of all kinds.

50,000 CASES OF CANADIAN CANNED VEGETABLES

Tomatoes, Peas, Corn, Wax Beans, Refugee Beans, Beets and Asparagus. (2s and 3s, cases of 2 doz.)
Apples, Rhubarb, in gallon tins, 6 to a case.

7,000 CASES CANADIAN CANNED FRUITS

Strawberries, Raspberries, Peaches, Pears, Plums, Apples, Blueberries, Pumpkins. (2s and 3s, 3 doz. to the case.)
Apples, Rhubarb and Pumpkins, in gallons, 6 to case.

10,000 CASES OF 1915 PACK SALMON

Red Sockeye, Red Cohoes, Pink and White, in 1s tall, 1s flat and ½s flat.
Clover Leaf, Victoria, Horse Shoe, O-Wee-Kai-No, Autumn Leaf, Rainbow, P. P. P., Star, Cavalier, Smuggler, Scottish Lion Pink.

2,000 PACKAGES OF TEAS

Japan, Natural and Colored; China, Gunpowder and Young Hyson; Ceylon, Black and Green. Siftings of Japan and of Ceylon Teas. (Packed in 10, 30, 40, 80, 90-pound packages.)
We pay freight to all points of Quebec and Ontario on orders of 200 pounds or more. Assorted or of one kind.

Write for prices and our 1916 Calendar!

Telephone Main 3766 — at our expense — **Telegraph "LAPORTE," Montreal**

No single transaction is considered closed until the customer is completely satisfied. If it is not right we will make it so.

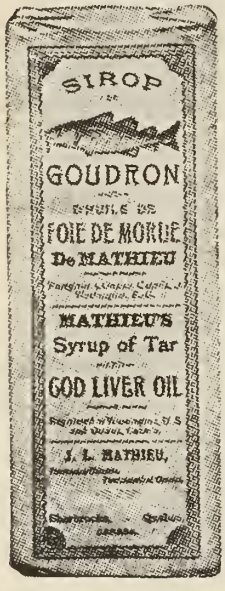
The point in this hardly warrants argument

We believe that most grocers will readily admit it—the serious drawback insecure sealing puts on a line of bottled goods.

The public are becoming more and more alive to the importance of a seal that leaves no doubt regarding freshness of contents. Consequently, bottled goods bearing the well-known *Anchor Caps* sell more readily than others whose seals are not so certain. Convince yourself of this by getting a trial line with *Anchor Caps*. Your wholesaler can supply them on any line of bottled goods whatever.

Write him to-day.

Anchor Cap and Closure Corporation
TORONTO **of Canada** CANADA



Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

The Original Made-in-Canada Sales Producers

For quick selling, profit pulling and customer satisfaction, you cannot beat the Malcolm Condensing Co.'s five leaders here shown. Their proven goodness places them in the front rank of repeat business-getters.

Our process of manufacture, by bringing out all that is most palatable and nutritious in these goods, produces a quality not easily duplicated.

Stock these Made-in-Canada lines for bigger and better winter selling. Feature them strongly in your windows, showcases and shelves. Your cash drawer will be ample evidence of their popularity.

NOTE THESE PRICES:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

Order a 5-case lot to-day. We pay freight up to 50c per 100 lbs. in Ontario, Quebec and Maritime Provinces.

The Malcolm Condensing Co., Limited, St. George, Ont.

No. 30

Chats with Old Bob

(Canada's 105-year-old Pioneer)

TELEPHONE A NECESSITY

"Say, lad, ring up the corner grocery if you don't mind and ask them to send up half a pound of *King George Navy Chewing Tobacco* with the grocery order.

A telephone is a great convenience and I might say a real necessity these days. A grocer must make a lot of sales by having it that he wouldn't get. For instance, the tobacco store down the street keeps *King George Navy*, but he doesn't have a telephone and won't deliver small orders, whereas my tobacco is sent up every week with the groceries. Saves me a trip and makes a sale for the Grocer."

Worth thinking about, Mr. Grocer.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Wagstaffes'

Celebrated Orange Marmalade

New Season's 1916 now ready for delivery

Made from the finest Seville Oranges and best granulated Cane Sugar.

We are supplying the Canadian Hospitals in England, also the War Office and the Admiralty, with our Jams and Marmalade, put up in the most up-to-date, hygienic Plant in Canada.

Mr. Grocer, it will pay you to push WAGSTAFFES' JAMS and MARMALADE.

FEATURING FIXTURES TWENTY YEARS AGO AND NOW

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JANUARY 14th, 1916 No. 2.

PRICE 15 CENTS

PANCAKE

WHITE SWAN

SURITY of PURITY

SELF RISING

FLOUR

This is an
Exact Reproduction of the

BIG NEW PACKAGE

$1.35 per Doz.

TWO FULL POUNDS NET

An Unusual
Opportunity to Increase
Your Sales

Send for Attractive
Window Display

Send Your Jobber an
Order To-day

White Swan Spices &
Cereals, Ltd.

156 Pearl Street TORONTO

11 x 22 six-color display card mailed on application.

The World's Finest Seedless Raisins

"IDEAL"—"NOT-A-SEED"

Grown and Packed in California

They're ready for your finest Christmas trade with their sun-cured wholesomeness, their fine quality—clean and dry (not processed).

These raisins are used in millions of homes and have given absolute satisfaction for over twenty years.

YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM.

Put up only in this Package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CANADIAN AGENTS:

Eugene Moore, Toronto, Canada.
Kelly-Douglas Co., Vancouver, B.C.
Nicholson & Bain, Winnipeg, Canada
Universal Importing Co., Montreal, Que.

A Milling Standard

Uniformity in flour is demanded by the housewife. PURITY is milled to the highest standard in Canada. This means uniformity—satisfaction—economy of use—increased trade.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

Lantic Sugar

Lantic Sugar

How much Sugar did you sell last year?

The per capita consumption of sugar in Canada is something in the neighborhood of eighty-seven pounds. This consumption, multiplied by the number of customers on your books, represents your share of the sugar business. Did you get it last year? If not, we will assume there is room for expansion.

While you are attempting to solve your problem it would be well to bear in mind that there are other things to be considered besides volume.

Quality and reputation of the goods you sell reflects directly on your judgment as a buyer.

Trade-marked articles, such as

Lantic Sugar

bearing the guarantee of the manufacturer, are always a good investment.

Display Lantic packages on your shelves, in your window, and link up your store with the best selling package sugar on the market.

Put up in 2 and 5 lb. cartons, and 10 and 20 lb. bags.

Write us for a copy of the Lantic Recipe Book. It will show you one of the various mediums we use to create a demand for Lantic packages.

Order through your wholesaler.

Atlantic Sugar Refineries, Limited
MONTREAL

THISTLE BRAND

Haddies
Kippered Herring
Herring and
Tomato

Behind the quality of this brand of fish products is more than the salt brine of Old Atlantic and the knowledge of where to catch the best fish.

Behind the Thistle Brand is long and unequalled experience in selecting, preparing and packing the best fish—unequalled facilities for handling them fresh from the water, until they are packed ready for shipment. And above all is absolute cleanliness throughout the entire process, a clean factory, cleanly kept utensils and a clean, white-dressed staff supervised by experts who value cleanliness above everything.

This is the key to the success of Thistle Brand Fish for the past thirty years.

It's your key to bigger Thistle Brand Sales—use it.

The Recognized Quality Fish For More Than Thirty Years

Arthur P. Tippet & Co., *Agents*
Montreal

Are you out for a bigger and better business during 1916?

Much of your success, if not all, will depend on the quality and popularity of the lines you handle. You cannot afford to experiment with goods that are practically unknown to the buying public.

The Borden Products

have been before the public for years, during which time their unbeatable quality and sterling value have popularized them from coast to coast.

Grocers meeting the demand find Borden's a splendid source of profit.

Why not get in line now, and by featuring these reliable lines, lay the foundation of a bigger 1916 turnover?

Order a stock to-day.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Building
Vancouver, B.C.

—the tea that strikes the responsive chord in the taste of critical Canada

MELAGAMA

It's the tea that brings the best kind of business—the repeat business of the better trade, because of its super-quality, its truly satisfying flavor.

Its goodness is reflected in the attractiveness of the Melagama package, which helps to close the first sale.

Stock Melagama Tea for bigger 1916 business.

Minto Bros.

New Address: 284 Church St. TORONTO

You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

MADE IN CANADA

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ontario

(55-U)

There would be more disinfectants and deodorants used in homes if they were as effective and yet harmless as—

CONDY'S FLUID

Much disease could be prevented in your neighborhood if you could get everybody to use Condy's Fluid around their homes.

It does not contain Permanganate of Potash—This is no substitute for this safe, sure disinfectant which has been used in European homes for over 100 *years.*

Stock up now.

Condy & Mitchell, Limited, London, Eng.

Sole Agents for Canada:
Harold F. Ritchie Co., Limited, 10-12-14 McCaul St., Toronto

Mr. Grocer Is a Wise Man!

Not a question mark—

He is posted daily by Specialty Salesmen who are specialists in their lines.

These men are sent out to interest the Grocer and for no other reason.

Mr. Grocer gets the inside facts—in the shortest possible time and in the most forceful manner.

Best for Coffee, Salads, etc.

Mr. Grocer—He Knows—Backing up the Salesmen of "Canada First" Milk—we will gladly send to those interested in the Canadian Government Bulletin No. 305, which will increase your knowledge of milk facts.

Best for Babies Cake, Candies

You will feel proud of "Canada First" Milk as you note *its lead* in *quality*.

With the knowledge that the Canadian Government Bulletin shows "Canada First" Milk in the lead, is there any other argument?

"Yes—I will push 'Canada First' Milk——"

"We knew you would"—a wise decision.

AYLMER CONDENSED MILK CO., LIMITED

HAMILTON, CANADA

Wagstaffes'
Celebrated
Orange Marmalade

New Season's 1916
now ready for delivery

Made from the finest Seville Oranges and best granulated Cane Sugar.

We are supplying the Canadian Hospitals in England, also the War Office and the Admiralty, with our Jams and Marmalade, put up in the most up-to-date, hygienic Plant in Canada.

Mr. Grocer, it will pay you to push
WAGSTAFFES' JAMS and MARMALADE.

Clark's

In War Time The NAME

of the goods you buy is as important as the

QUALITY

When You Buy

CLARK'S

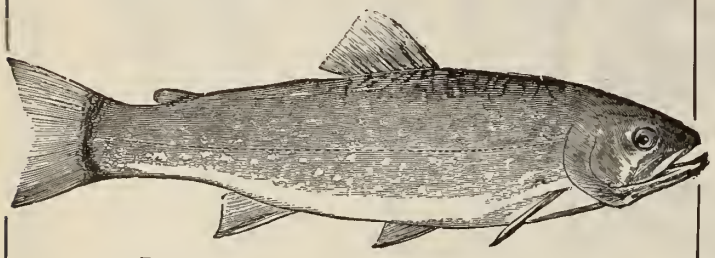
Pork and Beans, Corned Beef, Ox Tongues, Soups, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese, etc., etc. You are assured of the very best QUALITY and also of the fact that your money circulates in

CANADIAN and BRITISH CHANNELS

W. CLARK, LTD. MONTREAL

Clark's

Caught in Canadian Waters by Canadian Fishermen



Processed and Packed by Canadians.

Transported by Canadian Companies

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand ¼ Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.

12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co. MONTREAL

CENTURY SALT

TRADE MARK

Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients; the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT C° LIMITED

SARNIA, ONT.

99 out of every 100 customers who buy

GIPSY
Stove Gloss

once will come back for more. The other one, moves to another district, and gets it there.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street E. TORONTO.

Western Agents: For Manitoba, Ligbtcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.

When you sell

HEINZ
57
VARIETIES
PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Tell your wholesaler you must have

DA COSTA & CO.'S
EXTRA FANCY BARBADOS
MOLASSES

You know it will give satisfaction both to your customers and yourself, and the price is no higher than for other brands.

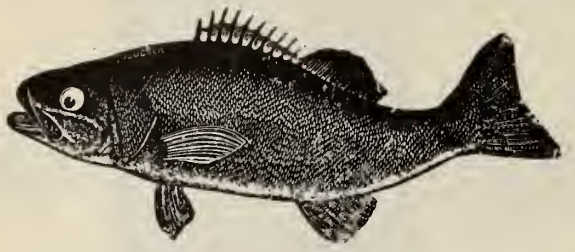
INSIST UPON HAVING
"DA COSTA'S"

The brand of proved excellence.

Port Arthur, Ont.

47 William Street
Montreal, Que.

Are you handling



The great economical brain food

Economy is the sign of the times, so now as never before is the time to handle fish.

We have the right goods at the right price.

Fresh water herring, salted and frozen, a specialty.

Ask for a price list.

J. BOWMAN & CO.
WHOLESALE FISH
26 Duncan Street TORONTO, ONT.

Keating's Powder

A regular selling line with the Grocery Trade in Canada. During the past year the sales have increased phenomenally. There is always an active demand for Keating's for household use, and it is now a regular article of supply for the Military Camps also.

Keep your stock of Keating's well filled. It is put up in carefully wrapped and sealed tins and makes an attractive article for shelf display. It is purely an insecticide—harmless to animal or human life.

Sole Agents for Canada

Harold F. Ritchie & Company, Limited
10-12-14 McCaul Street, Toronto

The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline
Filtered Gasoline
and Correct
Measure for
Your Customer

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

Wayne Oil Tank & Pump Co.
Limited
WOODSTOCK, ONT.

Kindly mention this paper when writing to advertisers.

That touch of green

will tickle the palate of most tea-drinkers, old and young.

The delicious, fine, wholesome flavor of

JAPAN TEA

is found only in the leaf, native of the Sunny Isle of Japan.

The demand is growing as a result of this flavor, backed by our consumer advertising.

Are you sharing in it by pushing this old, reliable, natural green leaf?

YOUR WHOLESALER CAN SUPPLY YOU WITH THE VARIOUS GRADES OF JAPAN TEA.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

GOLD DUST

- sales easy to make -

Just the time it takes a woman to say "Give me a package of Gold Dust" and you reach for it, is the time consumed in making the sale.

The woman knows Gold Dust—knows how it reduces her daily housework—and has bought it for years.

Check over your supply of Gold Dust. It is the merchant that has a full stock of Gold Dust that makes the most sales.

THE N. K. **FAIRBANK** COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

HAVE YOU

Tested for yourself the high quality of

CRYSTAL DIAMOND SYRUP?

From disinterested experts it is classed as the finest syrup ever made on the continent.

WE SPECIALIZE IN THE MANUFACTURE OF BROOMS

Our modern factory, well equipped and run by the best skilled labor obtainable, enables us to produce brooms of the finest grade. All our brooms are made in Canada from the finest selected American corn. We can supply you with better brooms at lower prices. Write for particulars.

AMERICAN BROOM WORKS - - - St. Bazile de Portneuf, P.Q.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

---

TEA

Anticipate your requirements for some time and BUY NOW.

Ceylon and Indian Teas are coming forward to this country very slowly, and in view of the situation in the Mediterranean and the shortage of tonnage, future shipments will be even slower, and our advice to buyers is to buy desirable spot goods now, as a sharp advance is anticipated in this market.

Japan and China Teas of last season's crop are now all here, and as 1916 crop will not be available until August next, now is the time to make your selections and buy before stocks get depleted and goods of standout values are disposed of.

Write or wire us.

We are tea experts and handle tea exclusively.

John Duncan & Co.

Established 1866 MONTREAL

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

ATTENTION: Warehouse Men and Commission Merchants
We have a splendid warehouse. Our traveler covers this district monthly. We want good selling lines to handle on consignment. Write us to-day.
References: Fernie Fort Steele Brewing Co., Fernie, B.C.; W. B. Cigar Factory, Rossland, B.C.; Royal Bank of Canada.
NELSON CLUB CIGAR CO., Ltd.
Nelson, B.C., P.O. Box 701

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

The Robert Gillespie Co.
Broker and importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing, Truckage. Every facility for handling goods quick.
123 Bannatyne Avenue, Winnipeg.
Correspondence invited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

To Manufacturers
Do you require first-class representation in Ontario? We have an organization covering the whole Province, and are able to take on a few more really good lines. Best of references.
Apply EDWARDS, CAMPBELL CO.,
64 Colborne St., Toronto.
Phone Main 6628.

Englishman having splendid connection amongst all the largest cash buyers in London, requires Sole Agency, or pay cash for any article suitable in grocery stores, including tinned goods of every description. Grand opportunity for packers to get their goods established on this market. Excellent references. N. Y., c|o Cowie & Co., 17 Gresham Street, London, Eng.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Safe Investments
The Financial Post of Canada is the recognized authority on Canadian investments.
Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.
The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.
The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

The Label's Blue

on the package we recommend pushing. The tea in it has a richer flavor and superior strength. It goes farther than the cheaper grades. It gives greater satisfaction. And there is a little more profit for the grocer.

Pat. 1900
" 1910
" 1914

Established 1886

EUREKA

(Name Registered)

Refrigerator Company, Limited

27-31 Brock Avenue — 54-56 Noble Street — 21-23 Earnbridge

HEAD OFFICE: 31 Brock Avenue
MAIN OFFICES AND FACTORIES
TORONTO

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

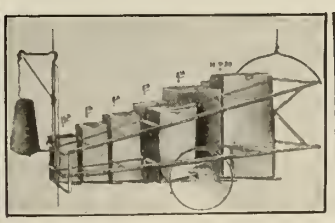
9-Jar Pickle Rack

MONEY AND REPUTATION MAKERS FOR STORES

CRACKERJACK TRADE MARK **Sanitary Display Racks, Tops and Fixtures**

Basket Tripods

Top Twine Holder



No. 450 Bag and Twine Holder

9-Pail Rack

Salt Fish Rack

Only a few of them shown here. If in need of up-to-date Fixtures of any kind send for catalogue and price lists of Racks, Display Tops, Fixtures, Show Cases, Advertising and Premium Specialties.

Evan L. Reed Mfg. Co.
604 A Street
STERLING - ILLINOIS
CANADIAN AGENTS WANTED

Banana Pulleys

Dried Fruit Box Tops

Twine and Cord Cutters

ROBINSON'S "PATENT" GROATS

the nourishing cereal food for mothers, infants and invalids, sold from coast to coast.
Are you getting your share of this business?

ORDER FROM YOUR WHOLESALER.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road — LONDON N., ENGLAND

CANADIAN GROCER

VOL. XXX TORONTO, JANUARY 14, 1916 No. 2

Fixtures Twenty Years Ago and Now

Store Interiors of To-day Present Vast Change From Those of Old Times — Indispensable Equipment in 1916 Scarcely Heard of Two Decades Ago—Lists of Fixtures and Equipment Merchants Are Using to Facilitate Service and Lessen Expense.

ANOTHER year has gone from us. It is remarkable how the years and even the decades slip by, and it is remarkable, too, the changes that time brings forth in its annual revolutions. Those in the grocery trade who can let their memories look back 15, 20 and 25 years will, by comparison, see vast changes wrought by time during the intervening period. Picture in your mind's eye the grocery store of twenty years ago. What do you see outlined on the canvas? There is the old-fashioned home-made counter; the hit-or-miss shelving; the old-fashioned scale with its multitude of weights, a family butcher knife for meat, cheese, etc.; the oil barrel, with its leaky tap; boxes all over the store; barrels of sugar, apples, potatoes, etc., behind and in front of the counter, and the hundred-and-one other things which, though probably appropriate to the time, are scarcely to be found in the modern up-to-date grocery.

The changes have been gradual. In fact, all changes of a radical character are gradual, if they are to be permanent. A step at a time has been the order of the day, and one by one have come the new fixtures and new equipment which to-day can be found in every aggressive store in the country.

No better idea of the extent of the change from the old-fashioned fixtures and equipment to the present can be presented than an observance of present-day fixtures in Canadian stores. The following merchants have been chosen at random as representative of the country as a whole, and a study of the various fixtures which they have installed shows better than anything else the advancing times:

The Globe Store, Winnifred, Alta.—"Among our fixtures are a computing scale, warehouse scale, coffee grinder, cheese cutter, silent salesman, typewriter, a gasoline lighting system and other small necessities. We consider them all absolutely necessary in conducting an up-to-date business. During the past six or eight months we installed an eight-foot silent salesman for confectionery."

* * *

F. Small, Maple Creek, Sask.—"We have a computing scale, warehouse scale, coffee grinder, meat slicer, cheese cutter, glass front bins, cash register, two silent salesmen, three wooden vinegar pumps and an oak notion bin for small articles. We also have an electric show-card flasher and revolving display stand. We find this show-card flasher very good for nice displays, as it attracts a lot of attention. The revolving stand sells considerable goods, such as bottled goods, etc. We purchased the show-card flasher and the revolving display stand during the past year."

* * *

H. A. Wilson, Birch Hills, Sask.—"Our fixtures include a computing scale, warehouse scale, coffee grinder, cheese cutter, self-measuring oil pump, cash register, and a silent salesman. We would not be without any of the above, as I believe them an absolute necessity."

* * *

Vikse Bros., Donalda, Alta.—"Our fixtures include computing scale, coffee grinder and cheese cutter."

* * *

W. J. Bragg, Cainsborom, Sask.—"Fixtures and equipment certainly keep the goods clean and help make a more convenient store and to give more up-to-date service. Ours include computing scale, warehouse scale, coffee grinder, cheese cutter, glass front bins, cash register, and two silent salesmen."

* * *

Wm. Knox, Earl Grey, Sask.—"Our fixtures include computing scales, warehouse scale, cheese cutter, vinegar pump and cash register."

Portage La Prairie Co-operative Society, Portage La Prairie, Man.—"We have computing scales, coffee grinder, cheese cutter, glass front bins, cash register and silent salesman. We have also dust-proof bins under the counter. We value these bins particularly, as they are not only dust-proof, but mouse-proof, and, therefore, sanitary. We purchased them during the past year."

* * *

J. M. Wilson, Elora, Ont.—"Our fixtures include computing scale, warehouse scale, coffee grinder, cheese cutter, glass front bins, self-measuring oil pump, silent salesman and fruit display stand. The most useful among these to me are the counter, the cheese cutter and the computing scale."

* * *

A. C. Barnett, Tweed, Ont.—"In our store is a computing scale, a warehouse scale, a coffee grinder, meat slicer, self-measuring oil pump, two racks for displaying pickles, an account register, show cases, two cake stands, a cheese dish and a refrigerator."

Mr. Barnett values his fixtures very highly. "How could I keep store without them?" he asks. "I might as well try to do that as keep house without a wife."

* * *

B. Grennan, Woodville, Ont.—"Computing scale, coffee mill, self-measuring oil pump, glass cheese dish, glass globe vases for fruit, candy, etc.; glass case for dry goods, shoes, etc., are among the fixtures in our store. Fixtures and equipment of this character are certainly necessary for keeping stock in a clean and attractive condition and for the sake of convenience in serving the public."

* * *

McLaurin & Dow, Fort William.—"Our fixtures and equipment include

computing scales, warehouse scales, coffee grinder, meat slicer, cheese cutter, glass front bins, self-measuring oil pump, racks for displaying pickles, cash register, silent salesmen, etc. We have also a biscuit display stand and a confectionery case, office furniture and an expensive machine for taking chaff and dust out of coffee after grinding. The cash register alone cost us $775 and the coffee grinding outfit $388. We consider good fixtures as valuable an asset as good goods. Goods nicely displayed and properly handled are half sold."

* * *

Wm. Rhodes, Brockville, Ont.—"Two sets of computing scales, two warehouse scales, an electric coffee mill, a meat slicer, a cash register, and silent salesman are among our important fixtures. We have also a bin for sugar in the counter, a cheese dish and a meat counter. We find the above all useful in their place. The meat counter and sugar bin have been added during the past six or eight months.

"All fixtures have their place in the store, but it is my idea that their purchase should be governed by business necessity. As they run in to considerable money, the prudent way is to keep adding as the business expands; but it is always wise to remember that the success of a business lies in the man more than in the equipment. We cut up considerable fresh pork during the fall and winter seasons, and so find our new meat counter very useful. We display our cooked meats on enamel platters, also our salt pork on large platters, which hold the brine and keep it from dripping on the floor. On one end we have a computing scale on a revolving base, which is very convenient. The latest addition to our fixtures was the sugar bins—one for granulated and two for yellow—each bin containing from two to three bags. As we formerly sold sugar out of a barrel, we find these bins a great convenience."

* * *

Donald McLean, Roncesvalles Avenue, Toronto.—"Our fixtures include a computing scale, a coffee grinder, a meat slicer, glass front bins, cash register and a silent salesman. The meat slicer, which is a most up-to-date one, and the coffee grinder, were purchased during the past six or eight months."

* * *

H. J. Near, Stratford, Ont.—"To assist us in our business we have the following fixtures and equipment: Computing scale, warehouse scale, coffee grinder, meat slicer, cheese cutter, glass front bins, self-measuring oil pump, cash register, silent salesman, a biscuit display stand, glass front refrigerator. I am especially well pleased with the display counter, containing 31 drawers and a display front for each drawer or bin. We have had this a little over two years. The computing scale and self-measuring oil pump I consider very essential."

* * *

Milton W. Ortwein, Hensall, Ont., has, in addition to a number of the usual fixtures, a typewriter used in advertising his goods to his customers and those who do not deal with him.

* * *

N. Chantler & Co., Newton Robinson, Ont.—"We have a warehouse scale, coffee grinder, self-measuring oil pump, a cash register, a gasoline tank, one balance scale that weighs 30 lbs., a cheese case, four glass show-cases, one long oak table, with top shelf for centre of the store, and a paper trimmer. These fixtures we consider are all good. The paper trimmer was purchased recently. We find the oil tank and pump very convenient, also the gasoline tank and pump. We could not supply our trade without it."

* * *

J. R. McIntosh, North Bay, Ont.—"Our fixtures include four computing scales, three warehouse scales, a coffee grinder, two meat slicers, three cash registers, a meat grinder, and a biscuit silent salesman. We also have marble counters and oak shelves and fixtures, mirrors and a refrigerator. Our grocery store fixtures cost us about $1,800. We have also two large ammonia plants for our big refrigerator installed at a cost of $4,500. The only fixture purchased recently was the coffee mill."

* * *

C. E. Fleming, Haileybury, Ont.—"A computing scale, warehouse scale, meat slicer, cheese cutter, counter with glass fronts, about 12 feet long, a self-measuring oil pump and tank, cash register, silent salesman, biscuit display cabinet,

This is a splendid example of the attractive store interior of to-day— Interior of the Hudson Bay Company's store in Winnipeg.

Interior view of the spacious store of Walter Paul, Montreal, where there are many modern fixtures and equipment.

an account register and a refrigerator are the fixtures and equipment we have in our store for the sake of convenience. They are all very necessary articles under present conditions, as with these helps one can do almost the work of three in the store."

• • •

Taylor & Co., Dromore, Ont.—"We have a computing scale, warehouse scale, coffee grinder, cheese cutter, self-measuring oil pump, molasses pump, cash register and silent salesman to assist us in our service to our customers."

• • •

Dan. McLean, Owen Sound, Ont.—"Our fixtures include computing scale, warehouse scale, coffee grinder, meat slicer, a rack for displaying jars of pickles, a cash register, two silent salesmen, a fruit display stand, glass covers for cheese, layer figs, dates, etc. The cheese we slice and put under cover on a plate, and we believe we sell our share of this article by this method."

* * *

J. M. Pattinson, Niagara Falls, Ont.—"In our store we have two glass show cases, a coffee grinder, four glass front bins, two computing scales, and we find them of much value, and certainly would not care to be without them. We have, of course, excellent shelving and two good plate-glass show windows."

* * *

J. A. Kelly, Lambeth, Ont.—"Our fixtures include computing scale, warehouse scale, self-measuring oil pump, racks for displaying pickle jars, silent salesman and fruit display stand. We find that since installing these they have increased the trade of goods shown in them. The self-measuring oil pump and tank is certainly the only clean way to handle oil. During the past six or eight months we installed an electric computing scale and one silent salesman."

* * *

Walter Paul, Montreal, Que.—"Fixtures in this store include the following: One warehouse scale, a coffee grinder, two meat slicers, a cheese cutter, glass front bins, a molasses pump, a cash register, eight silent salesmen.

"The platform warehouse scale is indispensable to an up-to-date grocer. Everything is weighed when it comes in and shortages reported immediately.

"The coffee grinder is electrically driven; one side pulverises the beans and the other side can be regulated to grind any degree of coarseness. The cheese cutter is regulated according to the thickness of the cheese, and automatically cuts any weight desired; therefore, is a great saving; there are no pieces of cheese left over to get dry.

"All the bins are glass-fronted. We have about fifty, the smaller ones being mirror-fronted. We have no permanent stand for fruit; we make display according to the fruit that is in season, and we always have a fruit display.

"There is an elevator which connects all parts of the building. It has a door on the street, and goods are rapidly transferred to the warehouse or cellar, after being checked. We also have a refrigeration plant connected with the three refrigerators. These can be regulated to any degree of coldness. This saves time and labor, and does away with the mess of ice. It is also more economical. All the above fixtures were put in when the store was built in 1914.

"We use seven phones, over 75 per cent. of the business being done over them. Within this last twelve months we have put another automobile on the road. At present we have seven delivery wagons and two automobiles."

* * *

Perry Grice, Newton Brook, Ont.—"My fixtures include computing scale, glass front bins, self-measuring oil pump, account registers. I have also a biscuit cabinet, a case for fish and three other show cases. The equipment for displaying goods is certainly a paying investment. Of the above fixtures the account register was purchased in the past few months."

* * *

J. J. Hartley, Orillia, Ont.—"A computing scale, a warehouse scale, a coffee grinder, meat slicer, self-measuring oil pump, racks for displaying pickles, cash register and fruit display stand are among the fixtures we have installed in our store. As regards their value, I must say that we could not very well get along without them."

* * *

A. R. Burns, Brantford, Ont.—"We have computing scales, coffee grinder, cheese cutter, glass front bins, cash register and account register. The cheese cutter is certainly a good investment, because it saves a great deal of loss, and the account register saves us a great

deal of time and eliminates worry in connection with accounts."

* * *

The Trout Creek Store, Trout Creek, Ont.—"The fixtures in our store include two computing scales, a coffee grinder, cheese cutter, self-measuring oil tank, cash register, cash carrier and the usual number of small show cases. We find them all very useful, and would not care to do business without them. The scales, cheese cutter, oil tank particularly are most valuable assistants."

* * *

F. O'Brien & Son, Stratford.—"We have two computing scales, one warehouse scale, a coffee grinder, meat slicer, cheese cutter, bins with glass fronts, a self-measuring oil pump, a cash register, and one 16-foot display counter among our store fixtures and equipment. We consider the display counter put in at a cost of $207.50 money well spent. The fixtures that were put in during the last six or eight months include the display counter, computing scale, glass cheese case and marble counter-top."

* * *

Tindale Bros., Arthur, Ont.—"Our fixtures include computing scale, two warehouse scales, coffee grinder, self-measuring oil pump, cash register, as well as wardrobes, etc., for dry goods. We certainly consider them all very valuable in our business."

* * *

Malkins & Ryan, Charlton, Ont.—"Fixtures and equipment in our store include a computing scale, a warehouse scale, a cheese cutter, biscuit glass front bins, two self-measuring oil pumps, three silent salesmen, three show cases and cases for fancy dry goods lines. We find them all valuable for selling goods."

* * *

J. R. Martineau, Montreal.—"My store fixtures include four computing scales, one warehouse scale, one coffee grinder, a meat slicer, a meat mincing machine, refrigerator, self-measuring oil pump, cash register, with five drawers, and another one with one drawer. We have also a counter, with glass drawers of various sizes. We believe that if we did not have this equipment it would be necessary for us to employ three more clerks. Of the above-mentioned equipment, the refrigerator was purchased during recent months."

* * *

C. Landry, St. Flavie Sta., Que.—"Our fixtures include two computing scales, a cheese cutter, cash register, five warehouse scales and three self-measuring pumps. We find them all valuable."

* * *

J. Gibson, Benton, N.B.—"An oil pump, self-measuring molasses pump, warehouse scale and refrigerator are among the fixtures in my store. In the past few months I have installed new lights, new windows and a typewriter."

* * *

A. F. Tuckfield, Fort Gravel, N.S.—"Our store fixtures include computing scales, meat slicer, self-measuring oil pump and a number of show cases. None of these could I very well get along without. We have also a cabinet for silver, which has certainly paid for itself many times. The oil pump is the only one of the above fixtures purchased within recent months."

* * *

P. McGaw, Kincardine, Ont.—"In my store are the following fixtures: Computing scales, warehouse scale, coffee grinder, meat slicer, cheese cutter, self-measuring oil pump, racks for displaying pickles, cash register, silent salesman, fruit display stand, glass front biscuit salesman, steam peanut roaster, costing $125, and gasoline engine for making ice cream. The computing scales cost $180, the oil pump and tank $125, and the ice cream gasoline outfit $150."

Mr. McGaw is one of Ontario's oldest merchants, having been in the grocery business 25 years next May, and in the restaurant business 30 years.

* * *

The Restigouche Feed Store, Campbellton, N.B.—"Our fixtures include three computing scales, one warehouse scale, meat slicer, molasses pump and a cash register with three drawers. We have also a platform scale weighing 2,500 lbs., a gasoline station, a safe and a refrigerator. Of that number the gasoline station and the safe have been purchased in recent months."

—⚙—

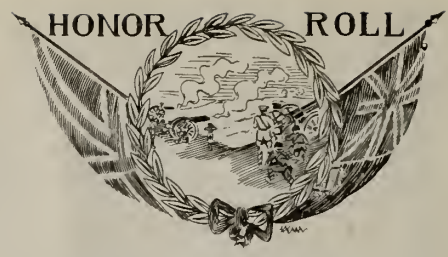
A Scotchman was strolling through the market place in Glasgow one day and close at his heels followed his faithful collie. Attracted by a fine display of shell and other fish, the Scot stopped to admire, perhaps to purchase. The dog stood by, gently wagging its tail, while its master engaged the fishmonger in conversation.

Unfortunately for the beastie its tail dropped for a moment over a big basketful of fine, live lobsters. Instantly one of the largest lobsters snapped its claws on the tail and the surprised collie dashed off through the market, yelping its pain, while the lobster hung on grimly, though dashed violently from side to side.

The fishmonger for a moment was speechless with indignation then, turning to his prospective customer, he bawled:

"Mon! mon! whustle to yer dog, whustle to yer dog!"

"Hoots, mon," returned the other complacently, "whustle to yer lobster!"



J. M. Dunbar, general merchant, Estevan, Sask., has enlisted, and is closing his store there.

* * *

George Daws, lance-corporal with the 18th Canadian Battalion, 4th Brigade, second contingent, formerly in the shipping room of the Stratford Wholesale Grocery Co., is serving his country in the trenches somewhere in Flanders.

* * *

A. W. Wylie, grocer, Saskatoon, Sask., has obtained a commission for overseas duty. He will train in Winnipeg, and expects to go to the Old Country as an officer of 96th Highlanders.

* * *

C. T. Woodside, grocer, Saskatoon, Sask., has been provisionally appointed paymaster to the 96th Battalion of Highlanders, having volunteered his services.

* * *

Among the list of killed on a recent casualty list appears the name of Private John Kennedy, of the 1st C.M.R. Prior to enlisting, he was employed by Codville's Limited, at their Brandon warehouse.

* * *

The following is list of employees of Balfour, Smye & Co., wholesale grocers, Hamilton, Ont., who have enlisted for overseas service: Private E. G. Brown, 58th Battalion; Corporal F. B. Nicholson, Private Stanley Allen, Private James Stirling, 76th Battalion; Gunner J. M. Borthwick, 40th Battery; Lieut. J. M. Peebles, 173rd Highland Battalion.

* * *

W. J. Hare—Twice wounded and once buried in the trenches when the parapet fell on him, Lance-Corporal Walter James Hare is now officially reported admitted to No. 2 Field Ambulance Hospital with a shell wound in the knee. He is a member of the 4th Battalion, and was formerly employed with the Pure Gold Manufacturing Co., Toronto. Other employees of the Pure Gold Co. who have enlisted are: H. Pitt, Royal Canadian Dragoons; D. MacPhail, University Company; G. Armstrong, 95th Battalion; A. Challacombe, 2nd Division Signallers; F. Paget, 123rd Battalion; C. Shaw, 124th Battalion; J. Erskine, Army Medical Corps; P. Kindrie, Army Medical Corps; H. Barker, 37th Battalion.

Cash or Credit—Which?

Retailer Starting in New Business Asks Some Questions—He is Partial to the Cash System—How to Go About It—Importance of Diplomatic Circulars and Advertisements

EDITOR Canadian Grocer,—As you notice by the billhead I am successor to ————. Now, I have been in the habit of reading The Canadian Grocer when employed with ————, of ————, and I feel that I still would like to have it to refer to. So you will find enclosed $2 in payment of subscription.

Now the matter uppermost in my mind is to get off to a good start. This, I think means selling for cash and cash only. I have been more or less concerned about the matter in the week or so I have been here and have talked it over with our banker, who seems to feel that it would be impossible to bring the people to pay cash over the counter, in the face of the old credit habit which has become chronic in most places. His scheme is monthly statements and monthly settlements. This does not meet with my approval as I feel I want either the money or the goods and I surely don't want the worry connected with any style of credit in making a start. Now, I am in most senses a stranger here, but have lived within reach of the people so that my reputation has, I think, come ahead of me—15 miles is not that far but a person is known before he has a chance to become personally acquainted. Now, this is only by the way. What I am driving at is this:—I want you to advise me as to the best way to bring the subject before my prospective customers. I am practically running on a cash basis now, as money is fairly easy. I was wondering if anything more than circular letters to the different prospective customers has been found necessary in other cases. Some say my position of stranger is a disadvantage as people will be very indifferent about what befalls me; others say I have a far better chance to commence the new system on that very account.

I was over interviewing Mr. ————, of ————, to-day, and he says one takes no chances whatever in starting cash, and more than that he would never think of staying in business one day under the credit system. He also advised me to do as he did, viz.: Write to you and get you to do for me as you did for him. He said that your advice and preparation of a circular letter was quite a help to his getting started. Mr. ————'s business has been so successful that I feel confident that the same results, possibly on a smaller scale can be expected in other places.

Kindly instruct me in the way you think best for me to proceed, and I am sure I will ever be grateful to you.

When do you think the best time to set for the fateful day. Just now it is not necessary to press for cash, but I suppose the sooner the new plan is placed before the public the better. As yet, I have sent no circulars of any kind out among the people feeling that the great question of credit should be finally settled in the first intimation or circular. Awaiting your reply,

Yours sincerely,

H. B. ————.

The Suggestions Submitted

In regard to which is absolutely the better method strictly cash or cash and some credit, it is difficult for us to give any definite answer. In fact it is a matter of opinion and no one can say that one or the other method is absolutely right. Much depends on the town where one is located, the location in that town, the class of customers he has dealing with him, the general wealth of the community, etc., etc. As a general rule, however, it is felt that if a merchant conducts a careful credit business he is going to be better off in the long run But if he is not inclined to be painstaking and strict in following up all credits, then he would be better doing a strictly cash trade. There are always, too, a certain number of people who shouldn't be given any credit whatever.

It is reasonable to suppose that if a merchant is getting the trade of a good credit customer, one who will pay up at the end of each week, two weeks or a month, as agreed upon at the outset, this customer will purchase more goods during that period of time than if he paid cash every day for everything ordered. A cash customer is liable to be an independent one and so purchase goods from various stores.

Make Agreement at Outset

If, however, a merchant gives credit we would strongly urge him to make a definite agreement with every credit applicant to pay up at the end of a certain time or when the account reaches a certain limit—say $5, $10, $15, etc. Once this agreement has been entered into between the merchant and customer, there should be no looseness under any consideration. If at the end of the allotted time the customer does not pay up then he should not get any further credit in that store until the account had been paid.

On the other hand if one wants to be absolutely safe, then the cash system should be adopted. As stated above this would depend mainly on local circumstances, and if the cash system is decided upon it should be strictly adhered to under all conditions. A few years ago Canadian Grocer published the method of a Sarnia, Ont. dealer who had changed from credit to cash. This article has been looked up, and a copy mailed to our enquirer. The success of this dealer lay in the fact that he made no concessions to anybody. He prepared his customers well in advance through newspaper advertising and personal diplomatic circulars for the change. The change took place on Nov. 1st of the year in question. The newspaper announcements were shown about the first of October, then on October 10th. A circular letter was sent out. Then as he had an opportunity to talk to each customer he went fully into the matter and into the bargain visited some 250 homes to tell them all about it.

With regard to railway employes he adopted the course: First, to keep the money they intended to pay him on account whatever amount it might be, and pay cash for one month and secondly, to come and tell him, after paying cash for one month, that they had reason to feel the benefit was not mutual, and he would give them a receipt in full for their account.

We could not advise this dealer better than to use a somewhat similar circular letter as was used by the Sarnia merchant. It seems that the first of the year or first of February would be as good a time as any to make the change.

FOOD EXPORTS PROHIBITED

An order in council has been issued at Ottawa prohibiting the export of oatmeal, and rolled oats to all foreign ports in Europe and on the Mediterranean and Black seas other than those of France, Russia (other than Baltic ports) Italy, Belgium, Spain and Portugal. Prohibition of shipments of hay is also announced, thus carrying into effect an embargo which was recently announced except for the United Kingdom, British possessions and protectorates, France, Italy, Japan and Russia (except Baltic ports).

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX. TORONTO, JANUARY 14, 1916 No. 2

BROOM PRICES ADVANCING

A MONTH ago CANADIAN GROCER called attention to the firm situation in the broom corn market and pointed out that broom prices were strong and would likely advance. Altogether this advance has been in the neighborhood of from 50 to 75 cents per dozen. The chief cause of this situation was the wet weather in the broom corn states which interfered greatly with the harvesting and produced a lot of inferior corn. This meant less good stock.

A Canadian manufacturer points out that choice broom corn at the present time is scarcely obtainable at any price and anything that looks like corn will bring $100 per ton. Choice corn if obtainable would bring readily $200 per ton. Besides there being a short crop and a very large percentage of red and black corn, there is an unusual scarcity of "hurl" or long corn used for the outside covering of the broom. This tends to make broom manufacturing a difficult problem for those who did not lay in a supply of "hurl" corn early in the season. Apart from this and chiefly as an effect of the European war the prices of lumber, analine dyes, brimstone, wire, twine and other materials used in broom manufacturing have all advanced. It would appear that still higher prices are in the offing.

THE CHEQUE AS A RECEIPT

THE attention of the trade is again directed to an editorial which appeared in CANADIAN GROCER recently in reference to merchants demanding receipts when they have paid accounts by cheque. It should be appreciated that it is quite unnecessary to have a receipt when an invoice has been paid by cheque, as the endorsed cheque itself is a sufficient receipt and it can always be procured at the bank by the merchant and placed on file.

No doubt the request for a receipt is due to the good old habit of carefulness, but in this case it is quite unnecessary, and if demanded by everybody would mean an enormous outlay on the part of the wholesale and manufacturing trades for stationery and stamps. This is an age of system and the elimination of waste in both money and energy. Habits like the above-mentioned were formed when money used to be paid in cash, but now that the cheque has superseded this method, a receipt is no longer the business way of doing things. Business to-day should be done on straight modern business principles and not because of habits formed years ago when methods of conducting affairs were entirely different from now.

THE COUNTRY GROCER'S OPPORTUNITY

NOT for years has the rural grocer had the opportunity of service that now confronts him. The young men of the country have responded splendidly to the call to arms. Voter's lists in many cases have been gone over and not a young man who is at all eligible has been overlooked. The ideal held up has been that the young men should get into khaki, meanwhile leaving seeding and harvesting to the women and the older men.

This means that all left behind must use every minute available for the carrying forward of farm operations. In this lies the rural grocer's opportunity. It is his privilege and duty to see to it that his customers shall have the best of service. More than ever it is imperative that he use the rural telephone to ascertain his customers' needs and to assist in getting the goods to him. The farmer will be too

busy often to study markets as carefully as his interests demand. It is the bounden duty of the merchant to do this for him. When the farmer has given his son for the defence of the empire, the grocer will do well to see to it that no loss accrues because labor is scarce and the farmer is doing his utmost to keep the home fires burning till the war is over.

The grocer who rises to the occasion with a fine sense of honor and who serves his community with an open eye will find that he has gained in the esteem of those who trust him. The farmer at the end of this season when he has been so more or less handicapped, who finds that his local grocer has done quite as well by him or even better than he was able to do for himself in less strenuous days will not be likely to forget his dealer in the times when the war has become a thing of the past.

A TEA TAX, OR NOT?

WITHIN the next few days we shall know whether there will be a tax on tea or not. Parliament met on Wednesday and got through with the preliminaries and early in the week to come we should hear from the Finance Minister and his budget. Whether there will be a tax on tea or not is mere guess-work. Those who think there will be none advance the argument that since the lease of the Government will be up in a short time is is unlikely they would take a chance on incurring the unpopularity this particular tax might bring about; also that during the lean years after 1900 when there were deficits in revenue and when everybody was predicting a tea tax, none came.

Those who expect the tax claim that the Finance Minister needs the money and that since tea has escaped so far, it is almost assured we shall see a duty placed upon it. They further point out that in Britain there is a duty of 25c a pound and think that Canada can stand at least 10c.

The matter, however, is merely guess-work. Figure it out for yourself, whether the need of the money a duty of 10c a pound would bring—and that would be between three and four million dollars—would over-balance the unpopularity the Government might have to bear in putting on the tax. The better guesser wins.

The trade, however, should appreciate the fact that in the past four or five weeks teas have been steadily advancing. It would appear, therefore, that while there should be no over-speculation, now is a good time to cover requirements that are needed in the near future.

CALIFORNIA DRIED FRUIT CROPS

PRODUCTION figures on the output of California dried fruits show that in 1915 a total of 269,600 tons were produced in comparison with 225,000 tons during 1914 and 155,400 tons in 1913. In 1912 the total production was 259,100 tons, which will be seen was only 10,000 less than 1915—the best year in the history of the California dried fruit business.

Analysing the figures it is found that the largest increases were made in raisins and prunes. The output of the former in 1915 was 125,000 tons as compared with 98,000 the previous year and of the latter, 84,000 tons as compared with 56,000 in 1914. From the accompanying figures it will further be seen that apples, apricots and peaches showed declines in comparison with 1914, but that figs showed an advance. The following are the figures:

	1913 Tons	1914 Tons	1915 Tons
Apples	1,900	4,500	4,000
Apricots	10,500	20,500	17,000
Figs	5,000	6,500	8,600
Peaches	23,000	37,000	29,000
Prunes	48,000	56,000	84,000
Raisins	65,000	98,000	125,000
Various other	2,000	2,500	2,000
Total tons	155,400	225,000	269,600

These figures give one a good idea of market conditions on California dried fruits. While, of course the raisin crop showed an advance of more than 25,000 tons, yet it should not be forgotten that there has been a bigger demand on California raisins on account of the slim output of Valencias and the impossibility of getting Sultanas from Turkey. Despite the fact that the crop exceeded the previous year by a large amount the California raisin market has been very firm, in view of the splendid demand.

EDITORIAL BRIEFS

STOCK-TAKING and inventory time is here. Every systematic merchant takes stock at least once a year.

* * *

NINETEEN fifteen was a record year in price of flour—$8.20 wholesale on Montreal market has not often been duplicated in modern times.

* * *

NOW THAT WE have turned another corner in the cycle of the years, let everyone resolve to do business in 1916 on strictly business principles. There is no more important thing than knowing the exact cost of operating the business.

* * *

BY AN ORDER in Council, oatmeal and rolled oats are not allowed to be exported to foreign ports in Europe and on the Mediterranean and Black Seas, other than those of France, Russia (except Baltic Ports) Italy, Belgium, Spain and Portugal.

THRO' OTHER SPECTACLES

That Three-Cent Stamp

The Financial Post.

On learning that the public would be required as a result of the war tax to put on two stamps instead of one to mail a letter we remonstrated with the postal authorities for imposing on the public so much unnecessary waste. It is but one of other examples of bureaucratic domination of government departments. The explanations given were in keeping with this policy. Public convenience was not consulted but merely that of the department. To have issued a three-cent stamp would necessitate some trifling expense sending samples of the stamp to the representatives of the International Postal Union, and to obviate this trouble the millions of Canadians were asked to put on two stamps where one would do. Very naturally the public protested. The stamp is now issued and the postal authorities explain how simple it was to get over the difficulty which but a few months ago was a mountain. Thus do the official bureaucrats waste the public's time and the public's money.

* * *

Bought California Raisins

California Fruit News.

England is a considerable user of raisins, as is also Canada, but England uses largely Sultanas from Turkey, which were this year cut off from her markets by the war. In addition, the Spanish raisin crop was very small this year. The demand from the United States was for seedless raisins in the first place to take the place of the Sultanas, and when that supply was used up attention was necessarily turned to loose and seeded Muscats. The Canadian market was also a good one for California this year for the same reason. The introduction of our Muscat raisins into England in the volume they have gone, owing to this special emergency, should build up a trade of good proportions that will last and be of value indefinitely.

In the domestic markets the scarcity of currants, which were hardly available at all, and the lack of imports either of Valencias or Sultanas, resulted in an unusual demand on California for all sorts of raisins. This reflected primarily on our seedless lines, Thompsons and Sultanas, both bleached and natural, which went out clean early in the season at rapidly advancing figures, which toward the end got to be notably high. The carry-over on hand now accordingly is Muscats, and while rather heavy owing to the enormous tonnage turned out, as this line has developed into an all-year-round business and has at present a good export outlet, they will go out at better prices and under a steadier market than would have been the case some years ago.

* * *

Tracing Chinese Eggs

Journal of Commerce, New York.

Another bit of absurdity is that which has arisen on the Pacific Coast regarding Chinese eggs. Given equal freshness why is a Chinese egg any the less desirable for food than an American egg? And yet, in the deliberate purpose of playing to public prejudice, the Oregon Legislature, as well as that of California and one or two other States, enacted laws requiring that products made from Chinese eggs be labelled as such. Of course, it was a play to the farmers, but it was also a blow to the open field and the interests of the consumer.

But it just happens that the laws of these two States have both been tested and have gone up the line to the Circuit Bench. In Oregon the court held the law constitutional, while in California the courts held just the opposite. And now both cases have been appealed in the hope that there may come a decision in each State from its highest tribunal. Whichever side of the case prevails may well be expected to have an influence on the future of the Chinese egg question.

Co-operative Prices Higher

From "The Worker."

For the purposes of wages negotiations, the Workers' Union has been investigating the present cost of food in the various towns in Yorkshire, England, as compared with the figures prevailing before the war. In regard to Huddersfield, the officials of the Union have obtained the figures of a large co-operative society and a large private trader. The figures set out below are the prices of a week's supply for an average working-class family of five persons. It will be seen that while the increase per cent. has been less in the co-operative stores than in the private trader's store, there is an amazing disparity between the actual prices of the two stores. The co-operative prices on October 26 were 5s. 1d. in the pound more than the prices of the private trader. The figures, therefore, not only provide a basis for demanding substantial increases of wages (and it must be remembered that food is not the only necessity that has increased in price), but they also provide co-operators with material for grave consideration.

	Co-operative				Private Trader			
	July, 1914		Oct., 1915		July, 1915		Oct., 1915	
1½ stone flour	2	6	3	9	2	1½	3	3
1 lb. lard	0	7½	0	8½	0	6½	0	7
2 lb. butter	2	6	3	10	2	2	3	2
2 lb. margarine	1	4	1	4	1	0	1	0
2 lb. moist sugar	0	4½	0	8	0	3½	0	7½
1 lb. lump sugar	0	2½	0	6	0	2	0	6
½ lb. tea	1	2	1	6½	0	10	1	2
¼ lb. coffee	0	5	0	5¼	0	5	0	5
¼ lb. cocoa	0	9	0	9	0	4½	0	5
2 lb. jam	1	0	1	2	0	4½	0	7
½ lb. bacon	0	6	0	8	0	4	0	5
20 lb. potatoes	1	3	1	5½	0	9	1	1
1 lb. onions	0	2½	0	2	0	1	0	1½
2 lb. soap	0	7	0	7	0	6	0	8
1 pkt. dry soap, lb.	0	2½	0	2½	0	1½	0	1½
7 cooking eggs	0	7	1	2	0	5	0	11
½ lb. currants	0	2½	0	3¼	0	2	0	2½
½ lb. raisins	0	3¾	0	6	0	2½	0	5
1 lb. treacle	0	2½	0	4	0	1½	0	2½
1 lb. rice	0	3	0	3¼	0	2	0	2½
½ lb. cheese	0	4½	0	6	0	4	0	5½
1 lb. peas	0	3½	0	4½	0	2	0	3½
	15	10¼	21	2¼	11	8	16	10
Increase	33.64%				44.28%			

F. W. Woolworth Co.'s sales for 1915 will, it is said, establish a new record at close to $75,000,000, compared with $69,619,669 in 1914, the record year thus far. The English subsidiary, F. W. Woolworth, Ltd., will also show record sales this year: first ten months' sales were $1,000,000 greater than same period of 1914.

Further Evidence of a Good 1915

More Replies From Retailers Speak of Good Christmas Trade—Business in Past Year Exceeds Previous One—Prospects for Future Bright—Few of War's Effects Noticed in Retail Grocery Business

REPLIES from retailers in all parts of Canada as to business conditions in their districts during 1915 and prospects for the future appeared in last week's issue. These were practically uniform in stating that business in 1915 was ahead of the previous year and that good substantial business was looked forward to during the coming twelve months. Since this article went to press we have heard from still more dealers as follows:

E. Berry, Ladner, B.C.—"Our Christmas trade was about the same as the previous year and 1915 business almost came up to that of 1914. It was rather the real estate slump and not the war that affected business in this district. We look forward to about the same business in 1916 as we had during the past year."

* * *

F. F. Cawsey & Co., Estlin, Sask.—"Trade around Christmas was pretty good. This is our first year here, but we know that general business increased in 1915 over the previous year. War talk is no source of worry here. Prospects for the coming year are good."

* * *

Miles & Co., Glace Bay, N.S.—"Our Christmas trade was better than in preceding years, and business in 1915 turned out about the same as that of 1914. As far as Cape Breton is concerned, the adverse effects following on the outbreak of war have practically disappeared. Prospects for the future are good. There is a good demand for coal and steel, especially the former, and these two are important products of this district."

* * *

Plante Bros., Ford City, Ont.—"Our Christmas trade was better than previous years, and during 1915 we had an increase of about 15 per cent. over 1914. The war has not affected our business, and we look forward to a very good 1916, as there is plenty of work and good wages for everyone."

* * *

J. H. Antony, Lytton, B.C.—"Our Christmas trade was very satisfactory. The staple business was good, although there was less demand for luxuries. Owing to the completion of railway construction in this district the volume of trade was less in 1915 than previous years, but business generally was quite normal. This district being agricultural, and as prices of produce were high, we have not felt the effects of war conditions as much as coast cities. We expect greater economy will be practised this year all round, and money being somewhat hard to get, there will be little development, and business may be more restricted in this district. Wages generally are lower and money somewhat tight, so it is to be expected that the turnover during the coming year will be a little lighter than usual."

* * *

W. P. Moseley, Dartmouth, N.S.—"Our Christmas trade was better than a year ago, and for the whole year business was about the same as in 1914. I find that the first six months of 1915 were not as good as the first six months of 1914, when there was no war, but the last half of the year was better than the preceding year. The future looks very good, but it is hard to collect in some cases, and some customers are inclined to hold back the cash if they are allowed any credit."

* * *

S. W. Wilson, Langdon, Alta.—"Our 1915 business turned out about same as that of previous year, and we found the Christmas trade to be very fair. Since the harvest last fall our business has been good, although collections might be a little better. We look forward to a good year in 1916. In fact, it should be a banner year for us here, if weather conditions remain good."

* * *

Geo. La Riche, St. Ameque, N.B.—"Our Christmas trade and business during 1915 were about same as previous year. The only difference we have noticed since the outbreak of war was that we are confining our business more to necessaries instead of luxuries. This will likely be continued into 1916. This is a fishing locality, and, of course, cash trade is always limited and long credits are the rule."

* * *

A. J. Mason Co., Ltd., Eastern Point, N.S.—"Our Christmas trade was good. There seems to be more money around than last year, and people were more free with it. In 1915 we did about the same business as in the previous year. We find that the people here have not been affected much by the war. All, of course, are anxious to see the finish, but as to the effect it has no fear for them. Things are looking far better than last year; 1916 prospects are certainly good."

* * *

W. H. Bean, Durham, Ont.—"Christmas trade was good on the whole, with the exception of dry goods and some of the more expensive lines. I disposed of a considerable quantity of toys this Christmas. During the last couple of months of 1915 business increased somewhat over the previous year, but my experience is that people are inclined to still hang on to their money and just buy what they actually need. Prospects for 1916 are good as far as the people having the money to spend are concerned, since the crops were good and work in town plentiful; but some seem to have the idea that something is coming and they are not buying as freely as they might."

* * *

Thos. H. Wilson, Fairville, N.B.—"Christmas trade was fairly good and business in 1915 was about the same as in 1914. A person would scarcely know here that the country is at war. Prospects are for usual amount of business."

* * *

J. MacLean & Co., Georgetown, P.E.I.—"Trade with us in 1915 was better than in the previous year and Christmas trade was easily as good. The war, at no time has affected this part of the country, other than a great number have gone to the war and to munition factories, thus taking a large proportion of our young people who are the best spenders. We are glad, however, that we have had them to go. We consider prospects for 1916 to be good."

* * *

Field Trading Co., Field, B.C.—"Our Christmas trade turned out about the same as last year, and our business in 1915 was about the same as in previous year. This is a railway town, and we are still feeling some effects of light traffic, and the future all depends on railway conditions here."

* * *

W. H. Stone Co., Winnipeg.—"Christmas trade more than exceeded our estimates made in the early fall, and business in 1915 showed a slight advance over the previous year. We find that to a large extent the immediate effects of the war have disappeared, and we look

forward to the future with much optimism.

* * *

R. F. Werthenlock, Hoosier, Sask.—"Considering the fact that a great many people have left this district for a visit to the States and East, the Christmas trade was splendid, and all that could be asked for. Crops were bountiful, so of course the 1915 business was way ahead of 1914. On account of shortage in 1914, feed was scarce during last summer and consequently very little land was put in shape for 1916. It is conservatively estimated that there will not be over 50 per cent. of the acreage in 1916 that there was in the year past. The yield could not have been better. We do not feel the effect of the war on business, only in that it has raised the prices on some articles on which it was hard to raise the retail price, and so cut down the profits some."

RETURNED SOLDIERS' CHRISTMAS DINNER

Geo. E. Pearson, who was on the editorial staff of the MacLean Publishing Co., prior to joining the Princess Pats, has been invalided home after having served several months under fire at the front. He was wounded in battle and passed through the spinal meningitis ordeal, and is now in Toronto regaining his strength.

Coming through Quebec at Christmas the boys were entertained at the Discharge Depot to a real old Christmas dinner. The menu was printed on the serviette which was artistically and appropriately decorated with holly and candles painted in colors. The grocery trade will be interested in the items on the menu which included the following: Soup, tomato a la Sharples; roast Hamilton turkey with Vancouver dressing, and Toronto cranberry sauce; sausages (not made in Germany); potatoes a la Kingston; turnips, a la Montreal, and carrots a la Quebec; plum pudding with Edmonton rhum sauce; charlotte "Russ" a la Winnipeg; candy and crackers with young Jack Johnsons; apples, nuts, raisins, Canadian collection; drinks good for soldiers, non alcholic.

All Good Wishes

That we have met we wont repine;
Each shall in each sweet memory shine.
May peace, health, wealth with thee continue,
With no less fare than this good menu.

Hugh Blain, wholesale grocer, Toronto, has been elected a director of the National Life Assurance Co.

Flour Trade Good in 1915

December Mild Weather Hurt Frozen Fish Sales—Cereals Had Good Year, But Quieter Than Flour—Soap Manufacturer Reports Progress.

THE following replies to our inquiry re business conditions in 1915 among manufacturers and wholesalers will be read with interest:

A Splendid Flour Year

"Generally business with us during the latter half of last year was exceptionally brisk. Prior to the moving of the new crop in September, wholesale buyers had allowed their stocks to run down to an absolute minimum, and they have been busy ever since gradually replenishing them and supplying the wants of their customers at same time. This condition, together with the enormous export demand for all classes of foodstuffs, has kept Canadian millers busy running twenty-four hours per day, and has made them wish that their capacity was much larger. We are now speaking principally of flour mills, as the oatmeal demand, while good, has not been so insistent, and Canadian mills have been handicapped to a great extent during the past year by the prohibition of the export of rolled oats and oatmeal to the neutral countries of Europe.

"We find our business is gradually increasing, and that our connection is becoming very much wider. Our business continues along practically the same lines as previously. We have placed several new articles on the market during the past year, which have met with a measure of success, amongst these being our Scotch health bran and our Scotch fine cut oatmeal.

"We consider the prospects for the year 1916 for the milling industry in Canada are bright. Owing to the enormous number of men in Great Britain and many European countries actively engaged in the war, the demand for the manufactured article—that is to say, flour, rolled oats and cereals, rather than the raw material, such as wheat, oats and other grain, is becoming marked; so that not only is the North American continent the great granary of the Old World at the present time, but it is becoming in a measure the source of supply of manufactured foodstuffs also. This is a condition which is brought about solely by the war, and cannot be looked upon in the nature of a permanent advantage. At the same time, it is of material benefit to Canadian mills at present, and is likely to continue during the year 1916.—**Canadian Cereal and Flour Mills Co., Limited, Toronto.**

In discussing the business situation during the past year and future prospects, the Guelph Soap Co., Guelph, Ont., state that 1915 business was in excess of their expectations, that they had a good increase in business over the preceding year, and that future prospects look good.

* * *

Mild Weather Hurts Fish Trade

A prominent wholesale fish dealer in Montreal writes as follows: "We were disappointed in our business, not on account of the general demand, which was fully maintained all through the year, but the last month of the year is a big one for the turnover of frozen fish, and frozen fish trade cannot be done unless you have the weather. Weather has been too mild.

"Our turnover has shrunk about 10 per cent. on the whole year, which is a very small matter, considering the upset that has taken place in business generally.

"The past year the demand has been mostly or more so than ever for the less costly grade of goods. Luxuries have not had such a sway as heretofore. This accounts a good deal for the apparent shrinkage in the turnover.

"We are satisfied with the general outlook, and we believe earnestly there will be improvements all through the year we are now entering. Everything points to it."

J. M. Brayley, R.M.A., organizer in Saskatchewan, who has completed a trip through the Delisle district, reports that objections are heard on every hand to the excessive costs that have to be incurred after judgment is obtained in many of the cases which are brought before the courts, and that is one of the chief reasons why they need such a conciliation scheme as that suggested by ex-Judge McGuire. The Provincial Executive of the Association is holding a meeting early in the new year in Regina at which the proposed conciliation plan will be further considered. It is also likely that representations on the subject will be made to the Government Ministers whom the Provincial Executive are to meet on the question of the amendments to the Debts Act, and the Hawkers' and Peddlers' Act, and the Food and Supply Bill.

Our Export Trade With the Allies

Leading Industries of the Dominion Working Along Practical Lines to Cement Market Relations of Empire and Take Advantage of Strategic Position to Secure European Business After the War.

IN winning the war, we should not forget why we are winning it. We are fighting not only for our national existence, but for our industrial future.

Canada as an integral part of the British Empire is devoting full energy to the solution of the great European problem, but in marshalling her forces for the field she owes it to herself to marshall her industrial energies to take their part in working out her economic success. Canada to-day is an ally of the Allies on the battlefield; the dawn of a brighter to-morrow may find her in a favored position as an ally in the peaceful marts of trade if advantage is taken of the strategic relationship which she to-day holds—brothers in arms should be brothers in trade, at least so long as other considerations are reasonably equal. It is with the idea of taking advantage of this battlefield relationship, to pave the way to future business connections and of cementing the trade policy of the members of the Empire family, that the Export Association of Canada was formed. Already it is doing a work which is bringing actual, substantial results, and is paving the way to the development of the broad trade potentialities of the future.

Before going further, it might be advisable to define the project. The Export Association of Canada is a private corporation. It is composed of about a hundred of the leading manufacturing concerns of the Dominion—particularly to those looking to the development of an export trade. It is directly connected with neither the Manufacturers' Association nor the Department of Trade and Commerce, and yet works in step with both—or perhaps it would be better to say a stride ahead. Where the Manufacturers' Association and the Trade Commissioners work to solve trade problems and to create new markets, the Export Association not only does this, but also closes the actual business-taking orders, arranging methods and rates of shipment and, in some cases, doing the financing as well.

The organization so far effected covers practically every part of the British Empire. In addition to the joint managers —R. J. Younge, in Montreal, and F. C. Armstrong, in London—there are representatives in Australia and New Zealand, while an important connection with about fifty other colonies and protectorates has been established through Crown agents representing them, with headquarters in London; the Export Association has been appointed the official purchasing agent in Canada of the Crown agents. In working out his organization in England, Mr. Armstrong has had the close co-operation of Sir George Perley, the High Commissioner, and the machinery of his office, the agents-general of the provinces, the London officials of all the Canadian Transcontinental Railways, the Commissioners of the Department of Trade and Commerce, and the British representatives of the big Canadian industrial interests who have organized a club along the lines of the Canadian clubs—all are working together to the end of putting Canada on the industrial as well as the geographical landscape of Europe.

The Plan of Campaign

While the plan of the association, of course, includes the soliciting of business which might be placed in the "war" class, the organization is devoting its chief activities to laying the foundation for the demands which may arise after the close of the conflict. At the same time, close attention is being paid to anything in the way of developing trade sentiment within the Empire. Plans with regard to European countries are as yet of a tentative nature, but the preliminaries are being arranged for an aggressive campaign when the first rays of the dawn of peace are definitely seen. To France, in Belgium, and in Russia will the chief energies of the organization be confined, and in the latter country particularly important results are anticipated.

Many Orders Already

Business which has already been received through the association's activities is very encouraging. It includes a large number of orders from Australia and New Zealand, which in themselves, however, are not so important as in their significance. Every such order with the shipment of goods to a foreign market has an almost invaluable worth from a missionary standpoint. With the importers it is usually an experiment in going into a new market, and much depends upon the measure of satisfaction when the goods are delivered. Much depends, too, upon the manner in which the goods are put up, the size of packages and their strength, not to mention the little individualities of the foreign retailer and consumer, and it is in this connection that the Export Association is able to give great assistance to Canadian exporters.

Canada and United States

The moving spirits of the association are well aware of the fact that if Canada is to take an important place in this European trade that she will not only have to acquaint herself with new conditions and supply new needs, but she will have to cope with strong competition. Undoubtedly the strongest actual competitor will be the United States. Germany and Austria will unquestionably be kept out of the Allied markets for some time after the war, and it is the opinion of trade authorities the demands during the reconstructive period will be such that North America will be taxed as at no previous period of her history. It is the competition of the United States to which particular attention must be given, and it is in this direction that active steps are being taken. The association proposes that Canada not only strengthen her relationships within the Empire, but should also be first in Europe, so as to take advantage for Canadian goods of that sentiment which will naturally be felt for this country as a war ally. Sentiment may not entirely overcome important advantages as to qualities or prices, but it is felt that there should be a certain preference for our goods if other things are equal or nearly so.

Membership and Service

There are, of course, limits to what the association hopes to accomplish. Canada has been an important country so far as manufactured goods are concerned, and to turn round and supply those markets from which we have been drawing many of our supplies is not an easy task. However, Canadian manufacturers generally are studying the situation very closely, and it is those who believe that they have possibilities as exporters that are playing the leading part in the campaign. The association is open to any and all, but there will be many with comparatively small scope for foreign trade.

At the same time, the breadth of the plans covers not only members, but any others for whose goods there may be a demand. Each member submits prices and details of goods manufactured, and where orders are received they naturally

have the preference. But if the order or the inquiry calls for anything which can be turned out in this country the business is placed either within or without the association. The basis of the campaign is to secure business for Canada, and the duty of the organization is as a sort of clearing house where adjustments as to prices, terms, shipping facilities, etc., can be arranged.

The Psychological Moment

Undoubtedly the Export Association has chosen a psychological moment in the industrial history of Canada for its aggressive activities. For years we have been heavy importers while developing our country. In building up a national machine, we have been paying more attention to extension than production. Statements of exports and imports prove this. Now Canada has reached the place where, with rising rates of interest and difficulty in securing capital, it behoves her to speed up her plant and produce—and produce not only for herself, but for the Empire and the world. Already through our increased agricultural production and the manufaeture of war supplies we have been able to change from a debtor nation to a creditor nation, and when the war is over much will depend upon the position our industries can maintain in replacing these war supplies with a similar amount of peace wares. The best way to supply a foreign market is to study that market's needs and endeavor to meet them.

The membership of the Export Association is about one hundred, and includes sueh firms as the following, which have also loeated representatives of their own in London:

Dominion Iron and Steel Company.
Canadian Car and Foundry Company.
Canadian Locomotive Company.
Dominion Bridge Company.
National Steel Car Company.
Nova Scotia Steel Company.
Canadian General Eleetric Company.
Northern Electric Company.
Dominion Textile Company.
Hudson's Bay Knitting Company.
Ames Holden & Macready (boots and shoes).
Laurentide Company (pulp and paper).
Canadian Consolidated Rubber Company.
Guttapercha and Rubber Company.
Dunlop Tire Company.
Goodyear Rubber Company.
Allied Saddlery Association of Canada.

All Canadian manufacturers interested in the aims of the Export Association of Canada and in developing export business can secure all particulars by communicating with R. J. Younge, the Canadian manager, at the organization's headquarters, Eastern Townships Bank Building, Montreal. Those behind the movement believe that its scope could be largely increased to the industrial benefit of the Dominion.

Discussing an R.M.A. Baking Powder

Grocers' Section of Retail Merchants' Association Ask Committee to Get Prices, Etc.—Two Sizes of R.M.A. Cleansers Now—Advancing Prices Make This Advisable, Majority Think

TORONTO, Jan. 13 — (Special).—Since the Grocers' Section, Retail Merchants' Association, Toronto Branch got their own cleanser under the R.M.A. brand on the market, prices of tin and of some of the ingredients of the cleanser have advanced making it necessary to have a change in this article. This matter was brought up at the regular meeting Monday night by W. J. Parks and W. J. Nichol. Instead of issuing just the 5c line it was decided to have the cleanser put up in two sizes, one to sell at 5c. and one to sell at four for a quarter. The former will cost 42½c a dozen, and the latter $2 in single case lots, and $1.90 in five-case lots.

W. J. Parks introduced the matter of cutting prices in a certain line of baking powder on the part of some big stores. He claimed that now that cream of tartar was difficult to get and high in priee it was not easy to make a cream of tartar baking powder. There were, therefore, a number of good phosphate bakin- powders on the market, as well as some cheaper alum powders. The residue from phosphate baking powder he said was Epsom salts, and from cream of tartar baking powder Rochelle salts. He hinted that the association might go into the matter of putting an R. M. A. baking powder on the market, and if so, was in favor of the phosphate article. The question was further discussed, and on motion it was decided to have the committee in charge of the R.M.A. goods go into the question of finding costs, etc., on the baking powder.

At the previous meeting it had been suggested that the section meet twice a month instead of once a month. However, when the question was introduced Monday night there were only a few in favor of this and meetings will be held as usual monthly on the seeond Monday of each month.

Donald McLean, treasurer, submitted a report on the proceeds from the excursion to Cobourg last year and was applauded when he announced that the net profit amounted to some $512.29. Robert Dowson and Donald Nicolson were appointed auditors for 1916.

Wm. Forster made the claim that department stores were able to purchase sugar and sell it at the same or less price than the retailer could buy it. The statement was further made that sugar was being bought from manufacturers who had no right to sell it. This was questioned by some of the members on account of the faet that the refiners had a hard and fast rule governing the resale of sugar. Provincial Secretary W. C. Miller pointed out that the matter had been gone into with the refiners and a reply was expected in the course of a few days.

On the suggestion of the chairman, F. C. Higgins, letters of condolence will be sent to John Fell, one of the members whose wife died recently, and to Ferguson Giles, another member whose father recently passed away.

W. J. Nichol proposed a municipal committee whose duties it would be to keep an eye on the city fathers during the coming year so that when next election comes around the association would have something definite to work on in recommending candidates. This matter, however, was left in abeyance. At the request of the Dominion Board of the Retail Merchants' Association the executive committee and special committee dealing with R.M.A. goods will meet on Thursday afternoon at 4 o'elock. (Canadian Grocer had gone to press before this meeting was concluded.)

D. W. Clark and J. C. Van Camp, secretary and president respectively, of the newly organized Retail Merchants' Association, Toronto branch, spoke on behalf of the organization and solicited the support of the grocers.

The Hudson's Bay Company will soon be opening their new $750,000 building at the corner of Georgia and Seymour streets, Vaneouver, B.C. The formal opening to the public will probably be held in March. The opening of the structure adjoining the Hudson's Bay Company's present retail premises will give the company over three times the floor space and permits the stocking of greatly increased supplies of merchandise and the employment of considerable additional staff.

THE CLERKS' PAGE

RESOLUTIONS FOR THE CLERK

By W. A. Kingdon, Montreal

ROBERT Burdette in a talk to young men said, "Get away from the crowd for a while and think. Stand on one side and let the world run by, while you get acquainted with yourself, and see what kind of a fellow you are. Ask yourself hard questions about yourself. If you are as upright at eleven o'clock at night, as you were at noon. Get on intimate terms with yourself and believe me, every time you come out of those private interviews you will be a stronger man."

The year 1915 has passed into oblivion, we have crossed the border, and have entered upon a new period of time. The New Year is an appropriate time for self examination. "New Year may come and New Year may go but resolutions go on for ever."

What about those resolutions you made last year? What about the five minutes during lunch hour? What about the time wasted in the cellar smoking during business hours? Yes, you were going to cut it out. Did you swear it off in January and swear it in again February? It is up to you to be honest with your employer. If there is one resolution more than another worth keeping it is punctuality. Method is the very hinge of business, and there is no method without punctuality. It very oftens preserves the peace and good temper of an employer. The want of it, not only infringes on necessary duties but sometimes excludes them. An unpunctual man is always in a hurry. He has no time to speak to you because he is going elsewhere, and when he gets there, he is too late for his business or he must hurry away to another, before he can finish it. Resolve to cultivate punctuality because it gives weight to character.

Resolve also to read your trade journal from cover to cover. It is the only way in which you can open the windows of your mind and let new ideas creep in and learn how other successful business men do things. It will stimulate your brain and you will begin to take a fresh interest in business. Keep an open mind, so that you may gather knowledge and fresh energy from the world outside. Remember the clerk of to-day is going to be the merchant of to-morrow.

As well as studying your trade journal, resolve to study your job: that is perhaps what we most need to do. Let us try to do the best we can by them, whatever they may be, all of us are sometimes apt to be a little lazy. Sometimes tempted to say "well that's good enough" when we know we could have done it better. Whatever we may think of our job, whether in the store, office or on the road, let us resolve to make the best of it in 1916. Carlyle said, "Blessed is he who has found his work—let him ask no other blessedness." Live up to that.—W. A. K.

* * *

THE SALESMAN'S REQUISITES

J. H. J. Murphy, of the Royal Crown Soaps, Ltd., Winnipeg, in an address before the Canadian Credit Men's Association, said production had greatly increased through mental and physical efficiency of labor and the development of scientific methods, systems and arts. The study of the problem of distributing the various products at a fair profit emphasizes these truths and the salesman or labor factor continues to be the deciding force in the propaganda of distributing and expansion, meeting at all times with competition and using organized salesmanship as the principal medium towards disposing of the products. The sales department should be most desirous of making maximum sales at a reasonable cost and a minimum loss in collection. The credit and collection departments should be desirous of and eager to assist in every possible way in securing maximum sales at a minimum loss, not only of collections but of customers, and without this imperative and absolute co-operation from the credits the results desired could not be accomplished. In this competitive age the high and mighty attitude of personal importance or selfishness should never be introduced, nor even countenanced in any department, and particularly in the credits and collections. If such existed, it was a dangerous weakness, and should be eliminated speedily from the organization.

Speaking of the requisites of a successful salesman, Mr. Murphy enumerated them as follows: First of all, honesty—honesty to himself, his house, his goods and the customer; resourcefulness, personality, courtesy, persistence, confidence, patience, faith in himself and all associated with him, tact and concentration.

PACKING RIPE OLIVES

That ripe, pickled olives may be canned or bottled without brine is the statement made by Prof. F. T. Bioletti, of the viticulture department of the University of California, as a result of a series of tests that have just been completed, according to a report made by the "California Fruit World."

As soon as the pickling process is finished the olives are placed in a 3 per cent. brine solution for a number of days, until they are well salted. Then they are heated to a temperature of 180 degrees Fahrenheit in this brine, and placed in cans or bottles without liquid. The containers are then sealed and heated to 212 degrees for half an hour.

Olives treated in this way have kept perfectly for over a year, and when opened were found to be equal in every respect to similar olives put up in the usual way. There was no softening, shrinking, wrinkling or change of color. The absence of brine makes the handling of the olives by the consumer more pleasant and more convenient, Professor Bioletti points out. There is also considerable less weight in shipping.

MERCHANTS CO-OPERATING

What looks like news of an important movement is contained in a press despatch from Calgary, which says that it is proposed to effect an agreement between the Retail Merchants' Association branches of Calgary, Edmonton and British Columbia, whereby there will be better co-operation in matters affecting retail merchants. The idea looks good, especially at a time like this, when a maximum of co-operation is necessary among retail merchants if they are effectually to fight the mail order houses which are making a strong bid for business in the West this year. With the matter of getting down to a cash basis popping up again, the more heads that get together, the better.

W. H. Andrews, secretary of the Calgary branch of the Retail Merchants' Association, while not willing to discuss the details of this movement, intimates that negotiations have been going on between the Calgary and Edmonton branches for some time, with a view to joint action or consolidation. British Columbia branch has also communicated with Mr. Andrews on the subject.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

Bourassa & Cie., grocers, Montreal, have registered.

A. Dubois & Co., grocers, St. Johns, Que., have registered.

Paquin & Frere, grocers and butchers, Montreal, have registered.

John Abriel, a general merchant and lobster packer, at Pope's Harbor, N.S., passed away recently.

J. B. Kenny has been added to the directorate of the Acadia Sugar Refineries, Ltd., Halifax, N.S.

John A. Gillies & Co., wholesale fruit merchants, Montreal, have registered under name of Mrs. John A. Gillies.

The Wedgeport Lobster Co., Yarmouth, N.S., under names of E. J. Le Blanc and Paul L. Hatfield, has registered.

H. W. Wentzell, president and managing director of Wentzell's, Ltd., Halifax, N.S., was presented with a gold-headed cane by his office staff and clerks.

Michael J. Neville, of Halifax, N.S. managing director of the Neville Canneries, Limited, of Halifax, died recently at age of 41 years. Mr. Neville first entered the lobster packing business about eighteen years ago and during the lobster seasons made Yarmouth his headquarters.

Ontario

The Purity Flour Mills, Ltd., have obtained a charter.

J. A. Wilson, grocer, Chatham, Ont., was sold to A. P. Smith.

Mrs. Charlebois, grocer, Ottawa, sustained a fire loss recently.

W. C. Taylor has purchased the grocery business of A. E. Shaver, Brockville, Ont.

M. G. Searle intends opening a grocery and provision business in Walkerton, Ont.

Mrs. Wm. Armstrong, general merchant, Cassel, Ont., has sold to S. Robertson.

Dulmage & Co., general merchants, Palmerston, Ont., have sold to Geo. Detwiler.

Fred Newman, wholesale grocer, Picton, Ont., has been elected mayor of that town by acclamation.

The National Cash Register Co., of Canada, Limited, has obtained a charter. Head offices are in Toronto.

The ratepayers of Chatham, Ont., voted by a large majority to pay $18,500 toward the cost of a site, grant a fixed assessment, extension of water mains and other smaller concessions to the Dominion Sugar Company.

Brockville, Ont., Retail Merchant's Association are proposing a winter carnival, to be held there in January. The local horsemen will be interviewed as to the feasibility of putting on a race meet, the curlers as to a carnival, and the military to be asked to take part. The idea is to make the carnival a two-day affair.

The newly-elected officers of the Fort William, Ont., Retail Merchants' Association are: President, R. E. Walker; 1st vice-president, H. W. Denyes; 2nd vice-president, W. G. L. Evans; secretary-treasurer, Chas. W. Wilson; executive committee—chairman, C. H. Jackson; E. R. Gavin, Russell Maybee, J. G. MacDonald, H. H. Wightman, J. B. Evans, E. E. Nugent, A. H. Griffis.

JOHN R. HAYDEN,

For many years a traveling salesman with John Sloan & Co., Toronto, the recipient of a purse of gold and an extra month's holiday from the company.

Western Canada

The Shaunavon Mercantile Co., Shaunavon, Sask., is incorporated.

Wilton & Conley, grocers, Winnipeg, are succeeded by Wilton & Peebles.

C. F. Johnson, general dealer, Scotsguard, Sask., is succeeded by Freedman & Son.

Kelly Bros., general merchants, Hardy, Sask., have dissolved; A. W. M. Kelly continuing.

Alfred Woods, grocer, St. James, Man., sustained a fire loss recently.

Mrs. Wm. Harrower, general merchant, Menzies, Sask., is succeeded by J. Loughton.

The R. M. Trading Co., Fort Qu' appelle, Sask., has dissolved, H. M. Richardson, continuing.

James Strathdee, of Campbell, Wilson & Strathdee, Regina, Sask., spent a day in Winnipeg last week.

William Duff, buyer for Campbell Bros., and Wilson, Winnipeg, has been on the sick list for a week.

H. G. Smith, general manager of the H. G. Smith Co., Ltd., wholesale grocers, Regina, Sask., has been east on a business trip.

Wallace Parsons, who travels out of Saskatoon for T. H. Estabrooks Ltd., and who has been visiting friends in Toronto and Arnprior, has returned to the West.

Stuart Watson of Watson and Truesdale, wholesale brokers and manufacturers agents, Winnipeg, was a visitor at the Toronto office of the Canadian Grocer during the week.

Revillon Wholesale, Ltd., Edmonton, Alta., have opened a warehouse at Peace River Crossing with a stock of groceries and hardware. Several new retail stores have also opened up there recently.

George Adam & Co., Chamber of Commerce, Winnipeg, have been appointed representatives in the West for Geo. Hodge & Son, exporters of sardines and rice, Montreal, and for H. M. Bell, London, Eng., exporters of rice, peas and beans.

W. Ramsey, of Ramsey & Copeland, Dauphin, Man., spent a few days in Winnipeg last week on business. Mr. Ramsey is connected with the business formerly conducted by Steene & Copeland. The same business was run years ago by Ramsey & Phillip.

The H. G. Smith Co., Ltd., Regina, Sask., announce that in early spring they will erect an addition to their warehouse in Regina and also have under consideration the erection of a branch house in Saskatoon to meet the demands of the north country trade.

J. Wood, formerly with Jobin Marrin Co., Ltd., and Jos. Tetley & Co., Ltd., Winnipeg, has been appointed to the city staff of the A. Macdonald Co., Ltd., taking the place of Chas. F. Grant, who has been promoted to the position of sales manager of the Lethbridge branch.

Watson & Truesdale, manufacturers' agents, 120 Lombard Street, Winnipeg, have been appointed representatives in Manitoba and Saskatchewan for E. D. Smith & Sons, Ltd., Winona, Ont.

Watson & Truesdale, manufacturers' agents, Winnipeg, were recently appointed representatives in the West for Foster Clark, Ltd., manufacturers of custard powders, lemonade powders, etc., of Maidstone England.

Campbell, Wilson & Strathdee, Ltd., wholesale grocers, Regina, Sask., are opening temporary premises in Swift Current. Permanent quarters will later be secured.

MORE IN MUNICIPAL AFFAIRS

In addition to those grocers and general merchants mentioned in last week's issue, who were elected to municipal honors, the following list has been secured:

Grocers.—E. F. Merner, Bayfield, Ont., Councillor; John A. McLachlan, Glencoe, Ont., Reeve; W. R. McClelland, Niagara-on-the-Lake, Mayor; T. Davies, Rodney, Councillor; D. A. Hill, Waterford, Councillor; R. J. Walker, Port Credit, Councillor; Jas. Cutt, Blyth, Counceillor; N. A. Taylor, Blyth, Counceillor; A. J. Burns, Amherstburg, Counceillor.

General Stores. — D. Brockelbanks, Arthur, Ont., Reeve; W. T. Stewart, Beeton, Ont., Reeve; J. A. Toohey, Cayuga, Ont., Reeve; J. W. Bannister, Delhi, Ont., Councillor; C. W. Inkster, Niagara-on-the-Lake, Councillor; W. J. Wing, Westport, Ont., Councillor; J. M. Ross, Lucan, Ont., Councillor; C. S. Ewing, Fergus, Ont., Councillor.

E. K. BARNSDALE,
Re-elected Mayor of Stratford. Mr. Barnsdale is a large grocer there.

DEATH OF A PROMINENT NEWFOUNDLANDER

Hon. John Harris, St. John's, Newfoundland, passed away on New Year's eve, at the age of 55 years. The late Mr. Harris was president of the Legistive Council and principal in the firm of Hearn & Co., a commercial house known throughout the country. After receiving his education at St. Bonaventure's College under tuition of the Christian Brothers, he took up his business career as accountant by entering the Gleeson Hardware Co. In 1877 he severed his connection with this firm and joined that of Hearn & Co., and was awarded a partnership therein three years later. The activities of this he has handled ever since. In 1890, at the age of 32, he was appointed to a seat in the Legislative Council, this instance bearing record as the youngest in the colony's history. On the retirement of the late Sir Edward Shea, some twelve years later, and being then the third senior member of that body, he was appointed its president, which position he filled during the remaining four years of his life.

TO POPULARIZE FISH

Under the auspices of the chairman of the publicity committee, J. A. Paulhus, Montreal, the Canadian Fisheries Association are planning a campaign to increase the consumption of fish. The inaugural day of the campaign is set for February 29th, and on account of it being an odd date, it is expected that it will appeal to the public at large. It is hoped that the movement will spread throughout the press of the country and will result in considerable interest being taken by the people generally. The low price of fish as compared with other food products will be pointed out, and there is no reason why fish should not be enjoying a larger consumption than it does.

W. J. MELLEN,
Again elected an alderman in Brantford. Mr. Mellen is a prominent Association man.

WILL BUY GOOD SEED

One of the best known seed specialists in Winnipeg was asked this week what the prospects were for business in his line for the coming season. He replied that he did not think the demand for seed would be as heavy this year, as the farmers had held on to considerable of their own seed. Last year they did not have enough and although prices were high, they had to go into the market and buy. He thought that there would be a bigger demand next season for better class of stuff at high prices, as the farmer had the money to buy it. A lot of the stuff grown during the past four years has become contaminated with wild oats, and the farmers are realizing that it is no use sowing wild oats year after year. Seedmen are, therefore, expecting a bigger year as regards the value of seed sold.

Farmers in the West, according to this seed man, are getting the idea out of their heads that any old seed will do, and are beginning to understand that a good strong seed gives a strong healthy plant, and a much bigger yield. This has been growing on them for the past ten years, and the coming year will see the western farmer paying more attention to the quality of seed used. Fifteen years ago, it never occurred to many that they must use good seed to get a good crop—he got a good crop anyway. Up to the present, many have been selling their good grain and retaining frozen stuff for seed. The time is not far distant when they will retain their 80-cent crop, or else buy good seed from the seedman.

F. C. HARP,
A grocer in Brantford who will add the prefix "Ald." to his name this year.

Guessing on Possible Tea Tax

Many Look Forward to One, But Others Seem Just as Confident None Will be Imposed—Tea Up Again in London—Pepper Market Advancing — Freight Shortage Becoming More Acute—Sugar Easier in New York—Coffee Situation Firmer.

Office of Publication, Toronto, Jan. 13th, 1916.

NOW that the budget for 1916 is about to be brought down by Finance Minister White, there is much expectancy in regard to tariff changes. Tea is, of course, in the limelight, particularly since it has so far escaped the war tax and since there is now a duty of no less than a shilling a pound on tea going into Britain.. Some dealers anticipate a war tax of at least 10c on tea, while others think there will be no tax. It may be that in some respects, the wish is father to the thought. The duty on tea in Canada was taken off in 1881. At that time it was 3c per pound on black tea, and 3c and 10% on green tea. From that year practically every year to date there has been speculation and excitement in the tea market regarding the duty being replaced. In the years 1901 up to 1906, there were big deficits in revenue and everyone was sure that each year a duty would go on, but none was imposed. Those who anticipate no duty, point out that politicians see it would be an unpopular tax and claim that it would show itself the very day it is imposed and now that the Government has only a short lease before going to the country, they ask if it is likely they will impose a tax on tea. They maintain that it would be an unpopular tax and that no Government would want to incur such unpopularity. If the Government was in the saddle again for another five years, the circumstances would be different. On the other hand, those who anticipate a duty say that it would not be a very great hardship as not a great deal of tea is used per family per week. They think, too, that because Britain is paying a 25c per lb. duty on tea, Canada should be able to stand at least 10c. Apart from that, they say the Minister needs the money. However, we shall soon know what's what.

The potato situation should be watched very carefully from now on. New Brunswick Delawares have advanced about 25c per bag since week ago and British Columbia potatoes are also similarly higher. This means that these potatoes will be retailing to the consumer at over the $2 per bag mark. British Columbia had a good crop and is shipping quite a number of cars to the East which is helping to steady the market. However, these are not preventing advances. Alberta also had a splendid crop, but the cold weather there is against shipping. Our predictions of a few months ago that potatoes would be exceedingly high this winter have come true.

New-laid eggs are on the decline. This is due, of course, to the hens which have been laying better of late. This year they appear to be starting in exceedingly early and if we should have bright, mild weather in the future, they will be even more plentiful. Severe cold weather of a permanent character would, however, affect the production perceptibly. New-laids are down about 5c per dozen from a week ago.

QUEBEC MARKETS

Montreal, Jan. 13.—After the holiday season, which in the French sections is continued through the first week of the New Year, on account of Epiphany, there has been a revival in business this week. Retailers are reported to be buying well, especially on staple lines, many of these having been allowed to run down through the rush of the Christmas trade. Speculation as to possible tariff changes continues throughout the trade, and in some lines, such as tea and sugar, where there is some expectation of an additional duty, wholesalers and retailers are buying more freely, but not in exceptionally large quantities. However, there appears to be a growing opinion that the tariff changes may be deferred, and the buying attitude in many quarters seems to be a policy of "safety first."

The tendency of the whole market is to continue upward, although there are no outstanding advances. Difficulties as regards transportation facilities indicate no improvement in that direction, in fact, the situation appears to be even more complicated. Spices, coffee, tea and molasses are firm, and California fruits continue in strong demand.

An advance on brooms of about 5 per

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Flour market shade easier; wheat lower.
- Rolled oats firmer.

FRUIT AND VEGETABLES—
- Oranges lower by 25 to 50c.
- Florida strawberries cheaper.
- Cranberries higher at $10.50.
- Potatoes up 25 to 40c bag.

PRODUCE AND PROVISIONS—
- Hog products firmer.
- Butter easier.
- New laids easier.
- Fowl up in price.

GENERAL MARKETS—
- Sugar decline in New York.
- Rice market strong.
- New molasses arriving.
- Spice market firm.
- Pork and beans up.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Wheat easier and flour market unchanged.
- Cornmeal a shade higher; American corn up.
- Rolled oats firm; oats up from 1 to 2c bushel.

FRUITS AND VEGETABLES—
- Potatoes up to $2 wholesale.
- B.C. potatoes arriving freely.
- Grapefruit firmer; crop short.
- Strawberries down.
- Oranges easier.

PRODUCE AND PROVISIONS—
- Hogs firmer on good export demand for meats.
- Dairy butter easier; creamery unchanged.
- Eggs, new laid, down 5c.
- Live fowl up couple of cents.

GENERAL MARKETS—
- Tea up halfpenny in London.
- Peppers firming up.
- Cream of tartar hard to get.
- Mocha coffee also firmer.
- Currants still advancing.
- Tapioca market strengthening. Some dried fruits easier.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour remains at $6.60 per bbl.
- Bran, shorts and middlings up $1.
- Big feed demand from East.
- Rolled oats advance 10c.
- Advance in oatmeal expected.
- Cornmeal will decline early.

FISH AND POULTRY—
- Advance on all live poultry.
- Most lines up about 2c per lb.
- Demand for fish good; no changes.

PRODUCE AND PROVISIONS—
- Weaker undertone to live hogs.
- May be drop in bacon backs.
- Big advance in creamery butter.
- Creamery may jump to 40c lb.
- Cheese firm at old quotations.

GENERAL GROCERIES—
- Good demand for herrings in brine.
- Sugar steady and unchanged.
- Currants giving trouble again.
- Retailers well supplied with nuts.
- Better Ontario beans arriving.
- Peppers, ginger and nutmegs up.

cent. on all lines is announced. Roquefort cheese is about 4c a pound higher. Coarse salt in 140-lb. bags has advanced 5c, and is now quoted at 85c in store, or 90c delivered. Cottonseed oil is up 10c per gallon, and is now quoted at $1.25 by the barrel. Cotton twine has increased 1½c.

SUGAR.—A decline of 20c has taken place in New York refined sugar. The decline is not due to any change in the raw market, but, it is said, is on account of competition from the beet sugar refiners. The Montreal market has not for some time directly followed the New York, and above-mentioned decline has no immediate effect here. There is considerable speculation as to probability of a duty on sugar. Wholesalers are buying more freely than they were, not to so great an extent as to lead one to say that they expected a duty, but to show that they regard it as a possibility, and are applying "safety first" principles. It might be pointed out in this regard that England is paying nearly double the duty that Canada pays. The retailers, judging from reports received, appear to have good stocks.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 85
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 50
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

MOLASSES AND SYRUPS.—The first shipment of new crop of molasses will arrive in Montreal this week. Importers are paying over fifty cents for this, which means present quotations to the retailer will be maintained. For supplies secured for February delivery prices will be somewhat lower as contracted for. Nothing further than this can be said at present with regard to later deliveries. Unless shippers have the good fortune of securing an extra boat for shipments, the high position of the market may be expected to continue. On the other hand, it is a well known fact that this business is not paying as high rates as are obtainable in other services, and unless these rates are advanced, which would mean higher cost of bringing in supplies, there is a possibility of the number of ships operating being reduced.

	Price for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 58	0 48
Barrels	0 61	0 51
Half barrels	0 63	0 53

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "opeu prices." No discounts will be given.

Corn Syrups—	
Barrels per lb., 3¾c; ½ bbls., 4c; ¼ bbls...	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 55
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Reports from New York reaffirm the strength of the market in all lines. Advances in prices are being gradually made to the wholesalers by spice dealers, but the former, who usually buy in sufficient quantities to meet requirements for a considerable length of time, have not as yet increased their quotations to the retailer. Black peppers and gingers are very scarce.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

COFFEE.—There are evidences of a feeling in the wholesale trade that the coffee market is due for a further advance, but from information given by importers there does not appear to be any substantial ground for this sentiment. The buying is probably due to the possibility of ships engaged in the coffee trade with South America and Mexico being taken off in accordance with the British Admiralty's policy of calling in British vessels for the transportation of required supplies to Great Britain. However, it does not seem logical that the British Government would take a step which would seriously injure an industry in which hthere is such a large proportion of British capital invested. One report has it that there will be an advance in freight rates of 40c per bag, but as this is only a difference of about one-third of a cent per pound, it would be absorbed in the trade and would hardly affect the retailer. Definite rumors of peace may be expected to cause a material strengthening of the coffee situation, as European competition has been largely eliminated since the outbreak of the war.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Maricaibo	0 22
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicory	0 14

TEA.—The market on Ceylon and Indian teas is strong, and, following the quiet holiday season, buying is quite brisk on the part of both the wholesaler and retailer. One importer tells us that for the past week he has been asking 1c per pound more for Ceylon and Indian tea. It is difficult to know how future supplies will come, and if there will be any improvement in ocean transportation conditions. The opinion in regard to the possibility of a tax is diversified. Those holding stocks are not pressing sales and, as stated above, wholesalers and retailers are doing more buying. Spot stocks are said to be light. Japan teas are selling well here.

DRIED VEGETABLES.—The demand for beans is quiet, but the market remains quite strong. It is thought shipments may increase, although it is not likely there will be any improvement in quality. The situationn as regards peas is also quite firm.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Yellow eyes, per busbel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

NUTS.—There has been an advance in shelled almonds of 1c per pound; the quotation is now 41c to 42c. Almonds are scarce, and are likely to continue so. A decline is noted in the quotation on pecans, the cut being about 1c per pound; they can now be bought for 17½c to 18½c per pound. Shelled peanuts have recently been showing considerable strength, and have been advancing in price.

Almouds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 58
Shelled almonds, 28-lb. boxes, per lb.	0 41	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 30
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08	0 12

DRIED FRUITS.—Supplies of currants which arrived in America on the Frixas, and were too late for the holiday trade, are now to hand but there is no change in the quotations given. In general the business in dried fruits is largely in California products, and that market upon which the trade is now so much dependent is still a in strong position. Smyrna figs in bags for cooking purposes are obtainable in some quarters from stock, but price is very high, being about 8½c, as compared with a quotation of 3c in normal times; these supplies were received in 1914, and have been held in cold storage.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11¼
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09

Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal., fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11½
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 76
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICE.—The market on rice is quite strong and the demand is steady. Conditions as outlined in our late reports obtain to-day. Freight conditions control the market, and it is impossible to say whether these conditions will improve for some time. At present, with the recent action of the British Government in commandeering British vessels plying between foreign ports, and the activity of enemy submarines, ocean transportation problem appears more complicated than ever.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c. for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna.		
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05¾
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

CANNED GOODS.—Owing to the high price of good quality beans and also to the greater cost of all packing material, new prices are announced for Clark's pork and beans. An advance on sundry brands was made two weeks ago.

ONTARIO MARKETS

Toronto, Jan. 13.—Difficulty attached to transportation in the Mediterranean is still having a big effect on imported goods from the far East. These include spices, such as peppers, Mocha coffee and tea from India and Ceylon. Black peppers on the primary market have advanced some two or three cents recently. Tea has gone up another halfpenny in London, and Mocha coffee is firm. The tea market is probably the most vital to the retailer. The market has been gradually advancing during the past five weeks. Tea men in Canada have had a difficult time getting tea from London owing to freight being tied up so badly. For instance, one case is known where tea bought in London ready for shipment on November 4th has not been shipped yet, and it is not known when it will be shipped.

There is also an exceedingly interesting situation in currants, prices on the primary market of which advanced since last July no less than 11 shillings per cwt. Within the last thirty days the advance has been 3 shillings alone. Stocks are very light here, and prices are exceedingly firm.

Business generally is good, apart from that in some of the imported lines hard to get. Wholesalers who have taken stock point to the past as having been a splendid year, and they have no complaints whatever to make.

SUGAR.—This market is still a waiting one. Refiners are waiting for the new crop Cuban raws, as much depends on the size of this crop. Reports indicate it to be a large one, which would naturally mean an easier tendency in sugar. However, there is no telling what France and England will be doing, and if they should come into the market for heavy shipments the situation would naturally remain steadier, if not produce an advance. Freights, of course, are exceedingly high, which will not permit prices this year to go down anywhere near what they were before the war. It may be, therefore, that European buying and freight difficulties may offset the good crop. It is further reported that one big American concern has bought up 26 Cuban centrals, which will tend to strengthen the market. Apart from outside influences, the sugar market should be easier. It should, however, be watched very closely. There is gossip about another war tax on sugar, but this is merely gossip. There is already 70c a cwt. war tax on sugar. Buying has been of a hand-to-mouth character of late.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 6c per cwt. above bag prices.

TEA.—A cable from London on Tuesday told of another advance of half a penny. The market is certainly a strong one, and has been steadily advancing for the past month or six weeks. It seems that just now the primary market has little to do with market values, London being the ruling factor. Canadian buyers are having trouble in getting shipments from London here, which is tending further to complicate matters. There is good steady buying, but buying is always fairly heavy at this time of the year. The report that the Clan MacFarlane had been sunk at first caused some uneasiness, as it was stated she had some four million pounds of tea on board. Later reports, however, state that she left England for Bombay on December 16th and that she was sunk on December 30th. This would appear that she was on the way to Bombay and, therefore, would not likely be carrying tea. However, this as well as other losses makes freights higher, and tends to advance the war insurance, which is already some 10 per cent.

SYRUPS AND MOLASSES.—Corn syrups are moving out freely, as this is a splendid season for them. American corn is higher of late, so that corn syrup market is a shade firmer. No advances have taken place, and none are predicted just now.

DRIED FRUITS.—Currants are coming along, but at higher prices than ever. The news that the "Thessalonica" had been lost with her cargo, which included currants, caused New York buyers to jump into the market, and this naturally firmed the situation. Locally there were some seven or eight carloads of currants on this steamer for Ontario, and, as stocks are light here, it means a considerable loss. One dealer reports selling a carload recently, but at high prices. Between July last and the present time the primary market has advanced no less than 11 shillings per cwt., and in the last thirty days the advance has been about 3 shillings per cwt. The cargo of the "Frixas," which arrived but a few days before Christmas in New York, was partially damaged, which made it bad for dealers around the holiday. Dried peaches are a shade easier; also Hallowee dates. The market on prunes and raisins is steady, but evaporated apples have gone up a couple of cents. There appears to be few of them left.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lb.	0 10¾	0 11
Analas, choicest, per lb.	0 12½	0 13½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13½	0 13¾
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12¾	0 13
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		

Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Since the holiday there has not been, of course, such a keen demand for nuts. Almonds in the shell can be bought at around 16c to 17c, and Grenoble walnuts at about 15½c. Brazil nuts are scarce, many houses being cleaned out altogether. Marbot walnuts are also scarce. Shelled walnuts can be bought a few cents below prices prevailing prior to the holiday.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts, new, halves	0 35	0 36
Broken	0 31	0 32

COFFEE.—Green Mocha is higher, and the market is quite firm. It is interesting to note that within the last two or three years Mocha coffee has advanced at least 10c a pound, three of which was the recent war tax. Rios have also advanced to wholesale buyers a couple of cents. A cable last week announced firmer prices on Maracaibo, which would mean about a cent a pound advance when roasted. The coffee situation is, therefore, generally firm.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

BEANS.—Hand-picked beans are exceedingly hard to get, and those houses which have them are selling at around $4.75 per bushel. Choice prime beans are selling at about $4.25. These are a good quality bean, and they are getting considerable sale. Beans costing the dealer nearly 8c a pound, however, are certainly high, and mean a retail price of at least 10c. This is a great deal different from two or three years ago, when the trade could purchase them at around $2 a bushel. Split peas are selling at from 6¼c to 6½c per pound.

Beans, choice primes, bush.	....	4 25
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 00	3 25
Split, lb.	0 06¼	0 06½

SPICES.—Freight difficulties in the East are playing havoc with pepper prices and other lines that come from the Strait Settlement district. Black pepper has advanced to the grinder about 3c recently. One firm reports a carload of pepper, both black and white coming by way of Vancouver and overland to Toronto. This is something new, as these goods always came across the Atlantic, so that the rail route would be as short as possible. It is a fact that at the present time peppers in New York and London are really higher than spot goods, which means that even higher prices must result on the depletion of present stocks. Jamaica ginger is also advancing. It is interesting to note that this line has gone up about 75 per cent. in recent years. The crop is short and freight difficulties are strengthening the market. During the past summer, for instance, only one boat was plying between Halifax and Jamaica, where there used to be half a dozen. Cream of tartar is very high in price and hard to obtain.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 16
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 22
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	....—....	0 27—0 35
Cloves, whole	....—....	0 30—0 35
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—0 50	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 32
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 90—1 00
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	....—....	....—0 35
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 25—0 26
Peppers, black, whole	....—....	0 22—0 25
Peppers, white, ground	0 19—0 24	0 34—0 36
Peppers, white, whole	....—....	0 34—0 36
Pickling spice	....—....	0 16—0 20
Turmeric	....—....	0 16—0 18

RICE AND TAPIOCA.—The rice market recently advanced and the situation is firm. The freight difficulties in the East are also having an effect on tapioca and sago. Brokers say tapioca market has advanced a cent a pound recently on account of the increase in freight rates. For instance, freights from Singapore to New York have gone up some 3 shillings per cwt. of late.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	....	0 06½
Seed, per lb.	....	0 06¾
Sago, brown, per lb.	....	0 06¾

CANNED GOODS—Canned tomatoes in packers hands have been reduced to small compass. While there is little immediate export business further contracts are being made for Spring shipments. Locally the trade is healthy wholesalers and retailers being always ready to discuss prices. The business of course is more or less hand to mouth and different from former years when the retail trade used to purchase months in advance. Canned chicken is pretty scarce, the packers having little or none. There has been a big demand from Britain since the war started for canned chicken and canners here have been able to sell all they can pack. The same apples to canned pears which so far as packers are concerned are cleaned up. Neither are there many, if any, high-grade peas in packers hands. Extra Sifted and Sweet Wrinkled have all been sold, the surplus going for export. Only standards and Early Junes remain. The salmon situation is quite firm. Prices on the cheaper grades being liable to advance.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 67½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 90
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 50
Canned Vegetables—		
Tomatoes, 3's	1 10	1 12½
Peas, standards	0 90	0 92½
Early June peas	....	0 97½
Extra sifted peas	....	1 47½
Corn, 2's, doz.	0 92½	0 95
Fruits—		Group A
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 50
Gals. Apples, Preserved		4 25
2's Blueberries (Huckleberries), Standard		1 55
2's Blueberries (Huckleberries), Preserved		1 90
Gals. Blueberries (Huckleberries), Standard		6 50
2's Cherries, Red (pitted), light syrup		1 50
2's Cherries, Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup		1 55
2's Cherries, Red, pitted, heavy syrup		1 90
2's Cherries, Red, not pitted, heavy syrup		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Cherries, White, pitted, heavy syrup		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 80
Gals. Currants, Black, Standard		5 25
Gals. Currants, Black, solid pack		8 25
2's Currants, Red, heavy syrup		1 50
2's Currants, Red, Preserved		1 80
Gals. Currants, Red, Standard		5 25
Gals. Currants, Red, solid pack		8 25
2's Gooseberries, heavy syrup		1 50
2's Gooseberries, Preserved		1 80
Gals. Gooseberries, Standard		7 25
Gals. Gooseberries, solid pack		8 50
2's Grapes, White, Niagara, Preserved		1 50
Gals. Grapes, White, Niagara, Standard		3 50
2's Lawtonberries (Blackberries), heavy syrup		2 00
2's Lawtonberries (Blackberries), light syrup		1 50
2's Lawtonberries, Preserved		2 25
Gals. Lawtonberries, Standard		7 00
2's Peaches, White, heavy syrup		1 50
2½'s Peaches, White, heavy syrup		1 90
3's Peaches, White, heavy syrup		2 40
1's Peaches, Yellow, heavy syrup, talls		1 25
1½'s Peaches, Yellow, flats, heavy syrup		....
2's Peaches, Yellow, heavy syrup		1 50
2½'s Peaches, Yellow, heavy syrup		1 90
3's Peaches, Yellow, heavy syrup		2 20
3's Peaches, Yellow, whole, heavy syrup		....
3's Peaches, Pie, not peeled		1 20
3's Peaches, Pie, peeled		1 75
Gals. Peaches, Pie, not peeled		3 25
Gals. Peaches, Pie, peeled		5 00

MANITOBA MARKETS

Winnipeg, Jan. 13.—Jobbers are still taking stock, and are not inclined to do much buying until they start in the new year. It is predicted there will be a healthy demand on most lines about the middle of February. Retailers who have got their big business over, are sitting back, doing little buying for the present.

There is a good demand just now for salted fish, especially for herrings and cod, and the demand is expected to be much heavier later on. Little difficulty is experienced in securing supplies. The demand for Canadian herrings is much better on account of difficulty experienced in getting Holland herrings. Few jobbers are quoting on Holland herrings, although supplies are understood to be on their way out. The following quotations are current on herrings in brine:

Lake Superior, cleaned, with heads off, 100 lbs. net, half bbl.	$3 70
Lake Superior, cleaned, with heads off, 21 lbs. gross, per pail	0 80
Labrador, large, 100 lbs., half bbl.	4 40
Labrador, large, 100 lbs., half bbl., No. 1 fat	4 75
Nova Scotia finest, 30-lb. pails, each	1 35

SUGAR.—This market remains steady

and unchanged. The demand is only fair, which is to be expected at this time of year. Opinions vary somewhat as to what is going to happen, many believing that the market will remain as it is until early in February, and may hold longer, depending on whether there are changes in tariff and shipping conditions. The report that the British Government will commandeer more vessels running between American ports and South America, may possibly affect the raw sugar market. The crop is a good one, but manipulators are liable to use any pretence to switch it around to their liking.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (100-lb. case)	8 30
Montreal, yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

SYRUPS.—Present indications are that this market is likely to be strong, especially on cane syrups.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case ½ doz.	2 88
20s, per case ¼ doz.	2 87
½ barrels, lb.	0 04½
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 60
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Letbbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes, fancy		0 70
Barbadoes, choice		0 63
New Orleans	0 36	0 37

DRIED FRUITS.—The situation is about the same as it was a week ago, except that currants both for spot and import are scarce. Supplies are coming in, but not too quickly, and cables to Greece get little satisfaction. Prices are being quoted to importers, but they are in doubt as to whether supplies will come through at all. Thus the future for currants is exceedingly doubtful. Market for California raisins is firm. Spot stocks of seedless raisins are hard to get, and seeded are the only ones available in quantity.

Dried Fruits—		
Evaporated apples, 50's	....	0 10¼
Pears, 25's	....	0 12
Apricots, choice, 25's	0 13	0 13
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07½
Currants—		
Dry clean	0 11	0 11¼
Washed	0 11½	0 12
1 lb. package	....	0 12½
2 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
Californias, 50's	....	0 13
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 7-lb. boxes	....	1 05
Fancy selected, 14-lb. boxes	....	1 90
Prunes—		
90 to 100, 25s	0 07¾	0 08
80 to 90, 25s	0 08	0 08¾
70 to 80, 25s	0 08½	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	0 09¾	0 10
40 to 50, 25s	0 09⅞	0 11¼
Table Layer Figs—		
7-crown, 35-lb. boxes, per lb.	....	0 17¼
5-crown, 10-lb. boxes, per lb.	....	0 14¾
4-crown, 10-lb. boxes, per lb.	....	0 14
3-crown, 10-lb. boxes, per lb.	....	0 12¾
Glove boxes, per doz.	....	1 25
Cooking figs, taps, about 5 lbs., lb.	....	0 09

NUTS.—This line is expected to be rather dead for some time, as merchants have fairly good stocks, some of which arrived too late for holiday trade. It will take about a month to clear these off. Jobbers are well supplied now with practically everything.

Nuts—		
Tarragona almonds	....	0 16½
Brazils	0 16	0 16½
Sicily filberts	....	0 13
Verzena peanuts	....	0 12
Walnuts	....	0 12
Pecans	....	0 17
Shelled walnuts	....	0 36
Valencia almonds	....	0 36
Jordan almonds	....	0 48
Pecans, almonds	....	0 50

DRIED VEGETABLES.—A feature to this market is an easier feeling on Ontario beans. It was felt by Ontario shippers, with the competition from B.C. and Japan, that they must improve the quality of their beans and be more reasonable in prices. As a result they are doing considerable picking, although there is still much to be desired as regards quality. There is no change in market as regards beans coming from B.C. or Japan. Japan beans are in transit, and good supplies are expected within 30 days. They are still difficult to procure.

Beans—		
Choice, white, hand-picked, per bush.	4 35	4 50
Fancy, hand-picked, bushel	....	4 65
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 96 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 00	6 15
Sacks, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—With prices in the primary market higher than they have been for a long while, most jobbers have contracted only for about three months, whereas they usually contract about a year ahead. The feeling is that prices are rather high, and that there are chances of a decline. Shipping conditions are about as bad as they can be, and there is only likely to be an advance in the primary market again if things get worse than they are now. Jobbers' quotations have undergone little change since last week, but they report that lower grades are likely to be higher. There may also be higher prices on tapioca and sago, the market for which is firm.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05½
No. 2 Japan, per lb.	....	0 04½
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	....	0 08¾
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 05⅞	0 06½

TEA.—The market both in Ceylon, Calcutta and in Western Canada is firm, or rather has a firmer feeling. The prospect of a duty on tea in Canada is also having an effect. For some time there has been a weakness in the tea market out West, but this has passed away. After reaching a high level, prices dropped quite a bit, but are going up again to where they were. The prospect of a tax on tea is certainly having its effect on the demand, which has picked up remarkably during past week. It is a toss up whether there will be a duty or not.

COFFEE.—There are no changes in local quotations. The demand is only fair.

Coffee—		
Green coffee, No. 7 Rio	0 12½	0 12¾
Green coffee, No. 5 Rio	0 13½	0 14
Green Santos	0 15¾	0 16
Roasted Rio	0 17½	0 18
Santos	0 21½	0 22½
Maricaibo	0 24	0 26
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—With advances taking place on the primary market on a number of lines, it is not surprising to find some of the jobbers raising their quotations this week. Peppers are up 2c per lb. on primary market, and local quotations are up 1c. On the basis of prices being quoted in New York, local quotations on Jamaica ginger should be 28-30c for whole and 32-34c for ground. Nutmegs are up 2c this week in the primary market, but no changes locally.

Pepper—		
Ground black	0 22½	0 24
Ground white	0 33	0 35
Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 25	0 30
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 22	0 26

CANNED GOODS.—There is little moving here, things being practically at a standstill. Both jobbers and retailers seem to be well supplied, and as far as the former are concerned, there is not liable to be much doing until the opening of navigation. This applies more or less to both fruits, vegetables and salmon.

ALBERTA MARKETS (EDMONTON)
By Wire

Edmonton, Jan. 13.—Business is quiet on account of cold weather. There is an advance of ten cents in bail rolled oats. New York sugar has dropped twenty cents which may possibly affect this market. Cheese is up a half cent.

General—		
Beans, Ashcroft, lb.	....	0 06¼
Beans, white navy, per bush.	....	4 20
Bran, ton	....	18 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 35	0 45
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.40; 80's	....	1 75
Flour, fancy patents, 98-lb. sack	....	3 25
Flour, seconds	....	3 10
Rice, Siam, per cwt.	....	4 05
Shorts, ton	....	20 00

Sugar, standard gran., per cwt		7 95
Sugar, yellow, per cwt.		7 55
Walnuts, shelled, lb.		0 38
Produce and Provisions—		
Cheese, lb.		0 19¼
Bacon, lb., 20c; bellies, lb.		0 20½
Butter, creamery, per lb.		0 32
Butter, dairy, No. 1, 27c; No. 2		0 22
Eggs, extra, per doz.		0 40
Eggs, No. 1		0 32
Eggs, No. 2		0 30
Lard, pure, 3's, per case		9 00
Lard, pure, 5's, per case		9 85
Lard, 10's, per case		9 75
Lard, pure, 20's, each		3 23
Canned Goods—		
Corn, standard, per two dozen		2 25
Peas, standard, 2 dozen		2 25
Peas, standard, 2 dozen		2 20
Plums, Lombard		2 25
Peaches		3 55
Strawberries, $4.45; raspberries		4 00
Tomatoes, standard, per 2 doz.		2 95
Salmon, sockeye, 4 doz. talls, case, 1s		9 65
Salmon, pinks, case		4 14
Cohoes, 1's, $5.80; humpbacks, 1's		4 35
Lobster		2 35
Dried Fruits—		
Currants, per lb.		0 13
Prunes, 70-80, 25's, lb.		0 09¼
Evaporated apples, 60's, lb., 10½c; 25's, 10½c; 35's		0 12

ALBERTA MARKETS (CALGARY)
By Wire

Calgary, Jan. 13.—Rolled oats are up ten cents. Bacon bellies are quoted higher at 23c, and backs at 22c. Number one storage eggs are now offered at $8.50, 9.25 per case. Bananas are 4½c lb. Rice, evaporated apricots, spices and herbs will all be higher here soon. Twine is likely to advance two to four cents per pound. Extremely cold weather is curtailing business.

General—		
Beans, small white Japan, lb.		0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.		0 67
Rolled oats, bail		2 80
Rolled oats, 80s		2 40
Rice, Siam, cwt.	4 00	4 40
Potatoes, local, per bush.		0 35
Sugar, pure cane, granulated, cwt.		7 95
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.		0 20½
Butter, creamery, lb.		0 35
Butter, No. 1, dairy, lb.		0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case		9 60
Lard, pure, 5s, per case		9 85
Bacon, smoked backs, per lb.		0 22
Bacon, smoked bellies, per lb.		0 23
Canned Goods—		
Tomatoes, 3s, standard, case		2 85
Corn, 2s, standard, case		2 25
Peas, 2s, standard, case		2 35
Tomatoes, gals., case		2 10
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, talls, 48x1s, cs.		10 00
Salmon, pink, talls, 48x1s, per case		4 50
Lobster, ½s, per doz.		2 65
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.		0 12
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits snd Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.		0 04½
Grapefruit, Cal.		3 50
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	3 50	4 00
Onions, B.C., ton		32 00
Lemons, case	4 50	4 75

SASKATCHEWAN MARKETS
By Wire

Regina, Jan. 13.—The entire west is experiencing the coldest spell of season, Regina is 35 below. Rolled oats have advanced 15 cents. Twine is up two or three cents. White beans are off market Paper advanced ½ cent pound and paper bags advanced in sympathy.

Produce and Provisions—		
Butter, creamery, per lb.		0 36
Butter, dairy, No. 1		0 27
Cheese, per lb.	0 19¾	0 19¾
Eggs, new laid		0 45
Eggs, fancy, storage		0 35
Eggs, good, storage		0 30
Lard, 3's, per case		8 35
Lard, 5's, per case		8 80
Lard, 10's, per case		8 75
Lard, 20's, per case		2 90
General—		
Beans, Ontario, white, per bush.		4 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.		0 18
Cornmeal, bail		2 80
Apricots, per lb.		0 12
Flour, 98's		3 40
Rolled oats, 80's		2 35
Rice, per cwt.		4 00
Onions, 100 lbs.		1 75
Sugar, standard, gran., per cwt.		7 74
Sugar, yellow, per cwt.		7 34
Walnuts, sbelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case		1 80
Beans		2 25
Corn, standard, per 2 dozen		2 23
Peas, standard, per 2 dozen		2 40
Plums, Lombard		2 10
Peaches		3 10
Raspberries, $4.33; Strawberries		4 73
Tomatoes, standard, per case		2 60
Salmon—		
Sockeye, 1's, 4 dozen case		9 53
Sockeye, ½'s		12 35
Cohoes, 1's		6 00
Humpbacks, 1's		4 60
Fruits and Vegetables—		
Apples, Washington, bbl.		1 75
Celery		0 06½
Cranberries, per bbl.		10 50
Grapefruit, case	4 00	4 50
Lemons		5 00
Navels	4 00	4 50
Potatoes, bushel	0 60	0 65
Dried Fruits—		
Citron peel, lb.		0 24
Lemon peel, lb.		0 17
Orange peel, lb.		0 17½

NEW BRUNSWICK MARKETS
By Wire

St. John, Jan. 13.—This market is exceptionally steady with no changes in prices. Potatoes stocks are low and advance is expected. Maritime grocers find this the dullest period of year and only fresh activity at present is annual campaign for seed trade. Prices have advanced on many lines and are now steady as follows:—No. 1 Government Standard Timothy 12¼c lb.; No. 2 is 11¼c. Number one, red clover is 28¼c per lb. and number two 27c.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	26 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 54	0 56
Eggs, case, per doz.	0 32	0 34
Lard, compound, per lb.	0 12½	0 13
Lard, pure, per lb.	0 14¼	0 14¾
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.		6 00
Cornmeal, ordinary		1 80
Flour, Manitoba, per bbl.		7 65
Flour, Ontario		7 10
Flour, buckwheat, western, 98-lb. bag		3 50
Rolled oats, per bbl.		6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	5 00
Lemons, Messina, box		5 00
Oranges, Val., case	4 00	5 50
Potatoes, bbls.		2 75
Sugar—		
Standard granulated	6 70	6 75
United Empire	6 60	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps		7 75
Lemons, Messina, box		
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 53	0 54
Cream of tartar, per lb., bulk	0 50	0 55
Currants	0 12	0 13
Rice, per cwt.	4 75	4 80

MOONEY BISCUIT CO.

The salesmen's convention of the Mooney Biscuit & Candy Co., Montreal, was held last week. This was wound up by a banquet at the Queen's Hotel, at which addresses were given by W. J. Mooney, J. Leonard Apedaile, chairman of the executive board, W. C. Mooney, and a number of the salesmen.

Staff Gatherings

MASON & HICKEY CONVENTION

Mason & Hickey, manufacturers' agents, Winnipeg, held their annual convention of western managers last week in the vice-regal suite at the Royal Alexandra Hotel.

Lewis P. Mason and H. J. Hickey extended a hearty welcome to their western managers, among whom are C. H. Cross, Vancouver; J. C. Hodgson, Calgary; A. H. Jarvis, Edmonton; H. H. Free, Edmonton; Don. B. McKenzie, Lethbridge; W. B. Grant, Regina; W. H. Blackburn, Regina; F. H. Mason, Saskatoon; F. W. Jarvis, Brandon; together with Sydney M. Screaton and C. W. Griffin, local representatives.

Principals and departmental heads of manufacturing firms who are attending the convention include W. P. Presnail, of the Harper-Presnail Company, Hamilton, Ont., manufacturers of the Pathfinder cigar; Jas. T. Williams, proprietor of the Mothers' Macaroni Company, Minneapolis; L. H. Gray, manager of the "Chip Soap" department, and B. G. George, manager of the "Crisco" department of Procter and Gamble, Hamilton, Ont.

* * *

McVITIE & PRICE CELEBRATE

Following extracts are from the Paddington Mercury, published in England:

"The coming of age of Mr. Robert McVitie Grant, son of Alexander Grant, Esq., J.P., chairman and controlling proprietor of McVitie & Price, Ltd., was the occasion of a special festive gathering at Edinburgh Biscuit Works, Waxlow road, Willesden. On the evening of that day over 1,300 of the staff employed at these large works were entertained to tea by the chairman of the company.

"Mr. William Black presented Mr. Grant, Jr., on behalf of the works and office staff, with a handsome gold watch and chain, the former bearing a suitable inscription.

"The meeting took place in the fine new girls' club room, which has been built by the firm for their female workers. The guests were received by Mr. and Mrs. Alexander Grant, and with the assistance of a large staff of stewards, the good things provided were partaken of. Thereafter an excellent program of music and recitations was well sustained, interspersed with a number of interesting speeches by the heads of the different departments."

Potatoes Higher Again

Delawares Wholesaling at $1.75 in Montreal and $2.00 in Toronto—B.C. Potatoes Also Up —Oranges Down in Montreal—Grapefruit Scarce and Will Be Higher —Strawberries Easing Off Gradually.

MONTREAL

FRUIT.—At this week's fruit auction there was a general drop of about 50c on all apples. Retail quotations, however, are as yet unchanged, but lower quotations are logical development. Malaga grapes have taken a jump of 50c on fair quality and $2 on fancy stocks. They are now quoted $7 to $9. Lemons are steady and there is a better demand at the old quotations. Valencia oranges are off the market. There is a general drop of 25c to 50c on orange quotations. This is due to slow demand which is customary after the Christmas season. Recently several cars on the track have been diverted to Boston market owing to ample supplies in storage here. New quotations are: Navels, $3 to $4; Jamaicas, $2.25; Porto Ricos, $2.40, and Mexicans, $2.25. Florida strawberries are now coming in good supply and are selling at about 50c the box. There has been an advance in cranberries of good quality; Cape Cods have jumped to $10.50. One dealer points out that inside of two weeks these will undoubtedly be as high as $12, as it is costing practically that figure to bring them in at present time. Nova Scotia berries are still quoted at $8, but we are told that they will go higher within a week. Pineapples have advanced 50c, now being quoted $4.50.

Apples—		
Fameuse, No. 1's	....	6 50
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	5 00	6 50
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 50	5 00
Bansnas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	....	10 50
Cranberries, Nova Scotia, bbl.	....	8 00
Grapefruit, 46-54-64-80-96	2 50	4 00
Grapes, Malaga, heavy weight, bbl.	7 00	9 00
Lemons—		
California	4 00	4 25
Verdellis	....	4 50
Messina, 300 size, box	3 75	4 50
Oranges—		
Navels	....	4 00
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 40
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—Feature of the market this week is an advance in potatoes; Green Mountains have taken a jump to $1.75 by the car load which would mean $1.90 in small lots, and Montreals are up to $1.50. The crop of New Brunswick potatoes was fair, but there is a shortage in the United States, and American demand is being felt in the former market, now that embargo has been lifted; this is the explanation given for the advance. Hothouse tomatoes are scarce and practically unobtainable; they have advanced about 10c. now being quoted 30c to 35c. There are now Cuban tomatoes on the market in six-basket crates. They are selling at $5 for fancy, and $4 the crate for choice. Red onions have risen to 3c a pound, and good supplies are very scarce. As was expected a car of Florida lettuce arrived and is selling at $2.75 for large hampers; there is a good demand and being taken in preference to Boston. Another car is expected this week. New York spinach is down 50c, now being quoted $3.

Artichokes, bag	....	1 25
Beets, bag	....	0 50
Beans, wax, N.Y., per basket	....	7 00
Beans, green, N.Y., per basket	....	7 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red loz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 75
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	6 25	6 50
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Garlic	0 25	0 30
Leeks, bunch	0 15	0 20
Head lettuce, Boston, box	....	2 50
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Onions—		
Montreal, 75 lbs., bag	....	2 00
Spanish, crate	....	5 50
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 40
Potatoes—		
Montreal, 80 lbs., bag	....	1 50
New Brunswick, 80 lbs., bag	....	1 90
Sweet, hamper	1 75	2 00
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	0 30	0 35
Pumpkins, doz.	....	1 00
Watercress, Boston hothouse, doz.	....	0 75

TORONTO

FRUITS.—California Valencia oranges are now off the market, and Floridas and navels only are selling. Both are selling pretty well; prices are easy. There was a splendid orange business during December and naturally this has quieted down since. The grape-fruit situation is interesting. Grape-fruit is scarce and firm, and will no doubt be higher. Large quantities are coming from Florida where the crop was shorter than last year, and it is estimated that half the Florida crop has already been marketed. The Cuban crop is also less than anticipated. It seems the reason is fertilizers were short owing to the war. Potash, as trade knows, has been pretty scarce.

Sicily lemon prices are fairly high. Californias are coming and these are higher in sympathy with Sicily which owing to the war have been scarce. There is considerable risk in getting them here and since the "Ancona" was sunk advices from Sicily are hard to obtain. In fact sometimes the goods arrive in America before the advices stating they had been shipped. Small dealers are this year buying few Sicily lemons, although the large dealers are getting their usual quantity. A year ago Messina lemons were only $2.75 to $3.25 whereas this year they are quoted from $3.50 to $4. Strawberries are gradually getting cheaper. They are now down to 60c a box for Floridas. There appears to be a scarcity of spy apples, one wholesaler stating they had none whatever for sale. Apples of course are moving well at firm prices.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 20	0 40
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 50	1 80
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florda, case	3 50	4 25
Porto Rico, case	3 00	3 25
Cuban, case	3 25	3 50
Grapes, Malaga, keg	6 00	9 00
Oranges—		
Florida, case	2 50	3 25
Navels	2 50	3 75
Lemons, new, Calif., box	3 50	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Porto Rico	4 00	5 00
Strawberries, Florida, box	....	0 60
Tangerines, strap	4 00	4 50

VEGETABLES.—Potato situation is of great interest this week, Potatoes are still higher on account of the general scarcity in the East, and they would be

(Continued on page 40.)

New Laids Dropping: Hog Products Firm

Hens Laying Freely During the Mild Weather—Continued Bright, Mild Weather Would Mean More Eggs—Dairy Butter Easier—Creamery Steady—Hogs Firmer—Also Live Poultry.

MONTREAL

PROVISIONS.—Boiled hams have been rather scarce of late, and as a result they have advanced one cent, now being quoted at 29 cents per pound. In other departments the provisions market is without particular feature, but a fair and steady demand is expected from this time forward until the commencement of Lent.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Sholders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 29
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 16½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs. gross		0 15¼
Pails, tin, 20 lbs. gross		0 14¾
Cases, 10 lbs., tins, 60 in case		0 15½
Cases, 3 and 5-lb. tins, 60 in case		0 16½
Bricks, 1 lb., each		0 17
Lard, Compound—		
Tierces, 375 lbs., net		0 12
Tubs, 50 lbs., net		0 12½
Tins, 50 lbs., net		0 12½
Pails, wood, 20 lbs., net		0 12¾
Pails, tin, 20 lbs., net		0 12¾
Cases, 10-lb. tins, 60 in case		0 13¾
Cases, 3 and 5-lb. tins, 60 in case		0 13¼
Bricks, 1 lb., each		0 14½
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—In general the tone of the butter situation is steady and firm. However, receipts for local and dairy butter are larger than they have been for some weeks, and for this reason in these lines there is a somewhat easier feeling. Quotations are unchanged.

Butter—		
Finest creamery, September make		0 36
Finest creamery, fresh made		0 31½
Dairy prints		0 28
Dairy, solids		0 27
Separator prints		0 26
Bakers		0 23

CHEESE.—Stocks in Great Britain and Canada are reported to be much less than was anticipated. As high as 94/6d. c.i.f. has been secured for Ontario finest cheese. In the domestic market there are no changes but the tone is firm.

Cheese—		
Old make		0 22
Stilton		0 21
New make	0 19	0 20

EGGS.—So far as storage eggs are concerned the market remains steady and firm but indications are that there is no likelihood of a shortage as stocks are very reasonable in Chicago, and could be imported into Canada if necessary. Receipts of new laid eggs are increasing very rapidly. Reports from American markets are that southern new laids are arriving and selling in car lots at from 27c to 28c. Quotations are unchanged.

Eggs, case lots—		
New laid, stamped		0 45
Selects		0 33
No. 1's		0 30
No. 2's		0 28

POULTRY.—There has been a steadying of the poultry market following holiday season, and it is confidently expected that there will be a steady and high market on storage stocks. Receipts are light. A good demand is being experienced for live poultry, especially fat hens; prices have advanced generally owing to small receipts. Fowl, 5 lbs. and over, are now quoted 18c to 22c, and small fowl, 16c to 18c—an advance of about 3c. Ducks have advanced to 22c to 25c; geese are 16c to 18c, and chickens 15c to 18c. Quotations on fresh stock are being generally withdrawn owing to smallness of supplies.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 19
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 16	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 23
Roasting chicken, ordinary	0 18	0 20
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 76
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 18	0 22
Fowl, small	0 16	0 18
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—The situation both as to price and conditions is unchanged.

Honey—		
Buckwheat, tins		0 07
Strained clover, 60-lb. tins		0 10¼
Strained clover, in 10-lb. tins		0 11
Strained clover, in 5-lb. tins		0 11¼
Comb honey, No. 1, doz.		3 00
Comb honey, No. 2, doz.		2 40

Receipts in Montreal

	Butter	Cheese	Eggs
Week ending Jan. 8, 1916	1,002	5,191	3,659
Week ending Jan. 9, 1915	1,116	711	3,002

Butter and Eggs in U.S.

Following are the total stocks of eggs and butter in the United States based upon reports from forty-seven of the leading produce centres. It will be noted that in connection with both departments there are important increases.

	Cases.
Eggs—	
Jan. 1, 1916	949,000
Jan. 1, 1915	758,000
Increase from 45 houses	191,000
Butter—	
Jan. 1, 1916	39,338,000
Jan. 1, 1915	29,345,000
Increase	9,993,000

TORONTO

PROVISIONS.—There has been a light run of hogs of late, and with a considerable export demand for meat the situation is firmer. One result of this has been a shilling advance in Wiltshires. Hogs have advanced in Toronto, the price being now $9.50 fed and watered, and $9.75 off cars at packers. Backs are a shade firmer. As stated above export demand has been good and packers are answering many cables this week from the Old Country.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18
Large, per lb.	0 14½	0 15
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 16	0 17
Sboulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Flat backs, lb.	0 13	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Sboulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14¼	0 14½
Pails	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—The U.S. butter market is especially strong, warehouse reports showing that withdrawals from storage during December were 21,000,000 pounds, an increase over the same month last

year of 9,000,000 pounds. There is also reported a big sale in Chicago of 700,000 pounds to one of the warring nations. The creamery buttery market, therefore, looks firm, but there are no changes here. Dairy is more plentiful, one big reason being that a year ago the soldiers were using dairy butter, whereas this year it is creamery. The price is rather close to creamery to permit of much sale. Dairy prints are therefore a shade easier.

Butter—		
Creamery prints, fresh	0 34	0 35
Dairy prints, choice, lb.	0 29	0 31
Dairy prints, lb.	0 27	0 29
Bakers'	0 22	0 23

CHEESE.—Now that the holidays in Britain are over, cables in reference to cheese are more frequent and prices are up a shade. Some predict a firmer market, while others cannot see it. At the present time prices are ruling steady with no local changes.

Cheese—		
Large, per lb.	0 18½	0 19
Twins, per lb.	0 18¾	0 19¼

EGGS.—Prices on new laids are down another five cents this week, which means that they are coming in more plentifully. This market, however, is more or less a weather market and should we get some severe cold weather and should it remain with us for sometime, the hens are quite likely to stop laying. But if the weather continues mild and bright we can expect many eggs coming along. Warehouse reports from Chicago show a surplus of 19,000 cases or 8,000 more than a year ago, but as prices in the United States are lower than last year this surplus will disappear gradually, which would maintain prices pretty well. However, this is clearly a weather market and with bright weather as well as mild, the hens simply cannot stop laying eggs. Extra storage are a cent or two easier this week.

Eggs—		
New laids, specials, in cartons	0 40	0 45
Extras	0 32	0 33
No. 1, storage	0 30	0 31
No. 2, storage	0 25	0 26

POULTRY.—Prices in this market are firm and some of them will likely he higher. Live fowl is the feature, being up 2 cents a pound owing to Jewish demand. Live fowl is probably worth more here at the moment than dressed. Chickens, both live and dressed, are both up from a cent to two cents a pound. Fresh turkeys are scarce, and frozen stock is about all there is.

Poultry—	Live	Dressed
Old fowl, pound	0 12—0 14	0 12—0 14
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—Strained clover honey in 60 lb. and 10 lb. tins is quoted from a half to a cent higher than previous prices. The demand for honey is quite normal and supplies are none too plentiful.

Buckwheat, tins	....	0 08
Strained, clover, 60-lb. tins	0 12	0 12½
Strained clover, in 10-lb. tins	0 12½	0 13
Strained clover, in 5-lb. tins	0 12½	0 13
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—There is a weaker undertone this week to the market for live hogs due to increased runs. Receipts of live hogs are always heavy here during January. It is not expected there will be any marked change in meats locally, although there might be a slight drop in bacon backs. Hams are expected to remain firm, and little change is expected in breakfast bacons. Lard continues firm, especially compound. Creamery butter has been advanced this week to 35-37c, and best dairy to 28-32c, the advance being due to light storage stocks. The feeling here is that dairy will not go higher, although it would not surprise the trade to see creamery advance. Quotations on eggs remain the same. A few cars amounting to about 2,000 cases have been shipped East, probably to replace stocks for export. Cheese is firm at the same quotations, and this market continues to depend upon the export demand.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 25	0 28
Bacon—		
Breakfast, per lb.	0 19	0 24
Shoulders, per lb.	0 12	0 13
Backs, per lb.	....	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 28
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	20 00
Lard, Pure—		
Tierces	....	0 13¼
Pails	....	2 80
Cases, 5s	....	8 77
Cases, 3s	....	8 85
Lard, Compound—		
Tierces	....	0 12¼
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cartons	....	0 32
Cheese—		
Ontario, large	....	0 19½
Ontario, twins	....	0 19¾

FRUITS AND VEGETABLES

(Continued from page 38.)

even higher if we were not getting any from British Columbia. New Brunswick Delawares are up to $2 wholesale and British Columbias are selling from $1.75 to $2 wholesale. This means that potatoes will he retailing over the $2 per bag mark. If it had not been for the B.C. potatoes coming along we would have seen still higher prices. Alberta also had a big crop last year, but these cannot well be shipped now on account of cold weather prevailing there. Potatoes from the Pacific coast province are sent in heated cars, and the climate there permits them to be loaded without danger from frost. As many as five or six carloads arrive in Toronto during a week, hut dealers say they could sell many more if they could get them. New potatoes are coming from Bermuda via New York and these are selling at reduced prices from a week ago as will be seen from quotations. California celery is wholesaling around $1 for a dozen bunches. Boston lettuce is down to $2.75 to $3 per hamper, and mushrooms are easier.

Artichokes, 11-qt. basket	0 25	0 30
Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Cauliflower, case	3 00	3 50
Carrots, new, bag	0 75	0 80
Celery, Cal., doz.	....	1 00
Cucumbers—		
Hothouse, doz.	2 50	2 75
Onions—		
Can., 75-lb. sack	1 30	1 50
Spanish, large case	4 75	4 80
Lettuce, Boston, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	....	2 00
Parsnips, bag	0 75	0 80
Peppers, green, doz.	0 65	0 70
Potatoes, new, bamper	....	3 75
Potatoes, N.B., Delawares	....	2 00
Parsnips, bag	0 80	0 85
Potatoes, sweet, kiln-dried, hamper	....	1 35
Potatoes, B.C., 100-lb.	1 75	2 00
Sprouts, qt.	....	0 12
Tomatoes, hotbouse, lb., No. 1, 30c; No. 2	....	0 25
Vegetable oyster, 11-qt. basket	0 75	0 80

WINNIPEG

FRUITS AND VEGETABLES. — There is little new on this market, the newest arrival being Florida strawberries, which have just arrived and are heing quoted at 90c-$1 per quart. Cape cod cranberries are off the market; so are Danjou pears and onions in 100 lb. sacks. Dealers are asking $3 a case for California tomatoes. Navel oranges are a little easier this week being quoted at $4 per case—a decline of 50c. There has been an advance in the price of California head lettuce to $4.50 per case, and in California cauliflower to $3.50 per dozen.

Fresh Fruits—		
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washington box apples	1 50	2 00
Navel oranges, case	....	4 00
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, bbl.	....	11 00
Washington pears	....	3 00
Malaga grapes, kegs	7 50	10 00
Valencia onions, cases	....	6 50
Red Globe onions, lb.	....	0 02½
Head lettuce, doz.	....	1 00
California celery, doz.	1 35	1 35
California tomatoes case	....	3 00

VEGETABLES.—

Cabbage, per lb.	....	0 01½
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Turnips, bushel	....	0 45
Manitoba potatoes, local loads	0 65	0 85
Manitoba potatoes, sacked, carloads	....	0 63
Garlic, per lb.	....	0 25
Squash, per lb.	....	0 04
Turnips, bushel	....	0 45
Pumpkins, per lb.	....	0 04
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50

The British Industries Fair will be opened in London, Eng., on Feb. 21, at the Victoria and Albert Museum, and will remain open for 12 days.

Decolorizing Carbon

For the purification of liquids. Manufactured under the McKee patent (No. 153095). A first-class decolorizing carbon at 35c a pound. Address the manufacturer, P. S. Bolton, Box 284, St. John, N.B.

Some Fish Prices Easier

Frozen Haddock and Cod Supplies May, However, Give Out — Light Stocks of Smelts and Tomcods—Halibut a Reliable Seller—Oyster Trade About Normal.

MONTREAL

FISH.—The fish trade is without any salient feature at the moment, but the demand is as good as could be expected, and prices, as a rule, are easy. Fears are entertained, however, that the supplies of frozen haddock, market cod and steak cod will give out before long unless fishing improves immediately. Rumors are circulating that fishermen are disappointed in the run this year, and prospects are that the season will prove a poor one. Stocks of tomcods and smelts are also very light. It is expected, however, that the fishing conditions will improve when spawned fish come down the rivers. A few fresh haddock and steak cod are coming daily, and being distributed at a fair price. Lake fish are fairly plentiful and, on account of early stocks being gathered in, the prices are steady, but it is evident that the catches during last few days have not been up to the average, and that a good demand would most certainly send prices up. Frozen herring and mackerel supplies are sufficient to fill present needs.

TORONTO

FISH AND OYSTERS.—Fish trade from wholesalers to retailer is quite normal, and appears to be improving since the holiday, when fowl was the order of the menu card. The various lines are getting good runs, but, of course, frozen fish is what the public is buying chiefly. Halibut from the coast is a good seller, and promises to be as popular as ever. Halibut steak is a cheap food, as it is practically all meat.

Smoked haddie and fillets of haddie are easier on the market, and prices are marked down. Smoked boneless herring in 10-lb. boxes can be purchased for $1.40. Frozen salmon, red steel and red cohoes are a shade higher, and mackerel can be bought a cent or two below our previous quotations. Codfish, soles, blue fish can also be bought at lower prices than previously quoted. Oyster trade is fair, and wholesalers have no complaints to make.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07½-.08	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.09	....
Herring, Ciscoes, haskets	1.25	1.50
St. John bloaters, 100 in box	1.10	.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale quaila, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	..
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15	0 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	5½— 6	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	5½— 6	9 —10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	..

FRESH LAKE FISH.		
Carp, lb.	0 12	....
Pike, lb.	0 08	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Dressed hullheads	0 12	....
Eels, lb.	0 10	0 08
Dore	11—12	0 13

FROZEN LAKE AND RIVER.		
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dres sor ound, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, hbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half hhls., 200 lbs.	6 50	6 50
Mackerel, N.S., hhls, 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, hbls.	6 00	....
Herrings, Labrador, half hbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

POULTRY AND FISH.—There have been advances all along the line on live poultry this week due to scarcity. The farmers having sent in as much stock as they could scrape together for the Christmas trade, receipts are now slow. This is usually what takes place following the Christmas rush, and as there is a very good demand for poultry in all lines, prices are up from 2 to 3c per lb. The demand for fish continues good, with a few changes in quotations. The best sellers just now are halibut, salmon, white fish and haddies.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 10
Bloaters, per box	....	1 75
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, 3-gal. tins	....	2 75
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	0 08	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	....	0 12
Ducklings	....	0 13
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 18
Fowl, No. 1	....	0 15
Turkeys, No. 1	....	0 24
Ducks, No. 1	....	0 16
Geese, No. 1	....	0 15

Freight Congestion Causing Worry

Eastern Mills Shy on Western Wheat—Wheat Market Shade Easier, But No Change in Flour —Rolled Oats Firmer, With Oats Up—Cornmeal Strengthening, and Advance Possible.

MONTREAL

FLOUR.—The flour market during the last week has fluctuated both ways, and is really in much the same position as it was a week ago. We are not likely to see any immediate advance in prices. Domestic buying has been quiet. The millers rather welcome this, as it is giving them a chance to catch up a little with the orders that have piled up in the last two months. Wheat has not been moving as quickly as it might. Elevators in the West are filled, and they are unable to cope with the heavy deliveries by farmers. On the other hand, we are told that elevators in Montreal are comparatively empty. Special temporary freight rates, it is announced, have been made with the hope that a lot of the wheat held at the head of the lakes will more quickly be moved to Montreal. The winter wheat market is nominal. Following the advance the market was weak but strengthened again toward the end of the week.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 90
Second patents	6 40
Strong bakers	6 20

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 05	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 90

CEREALS.—There is practically no change in market for cereals. During past ten days trend of oat situation has been towards additional strength and the rise in quotations has been about 1¼c in that period. Although this follows previous slight advances there is no immediate prospect of higher quotations for rolled oats, but the tone of the market is naturally firm. Corn is firmer and corn meal may advance.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 25	2 45
Unbolted	2 00	2 15
Rolled Oats—	90's in jute.	
Small lots	2 60	2 65
25 bags or more	....	2 60
Rolled oats in cotton sacks, 5 cents more.		
Packages, case	3 90	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, n jute.		
Rolled Wheat—	100-lb. bbls.	
Small lots	....	4 00
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 50
Rye our, bag	2 65	2 80
Barley, pot	....	2 80
Barley, pearl, lb.	....	0 04½

FEEDS.—The demand for shorts continues to be good but for bran the sale has fallen off. Other lines are in fair demand. The market is steady, and there are no changes in present quotations.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chops, ton	31 00
Crushed oats, ton	32 00
Oats, chop, ton	32 00
Barley chop, ton	31 00
Feed oats, cleaned, Manitoba, bush.	0 53
Feed wheat, bag	1 90

TORONTO

FLOUR.—The embargo which the Canadian Pacific placed on wheat shipments to Port Arthur from the West is the chief item of interest in flour market this week. While it has not affected western millers or milling companies with mills in the West, yet it is causing considerable worry among eastern mills. It means that Manitoba wheat is scarce in the East, but of course this is only temporary. Many report local supplies of western wheat pretty well exhausted and the car congestion in the West is going to cause them more trouble. This market of late, however, has not been advancing and in fact is easier if anything from a week ago. On the 11th for instance No. 1 Northern was $1.15½ in store at Fort William, whereas on the 6th it was $1.17 per bushel. There has been no change in flour but prices are steady. Millers doubt whether advances will be made in the near future on account of good supply of visible wheat. Small lots, first patents Manitoba flour are selling in Toronto at $6.90 and outside $7.

Manitoba Wheat Flour—	Small lots, per bbl. of 2 bags	Car lots.
First patents	7 00	6 80
Second patents	6 50	6 30
Strong bakers	6 30	6 10
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	4 80	4 60

CEREALS.—The cornmeal market is firmer. This is due chiefly to the situation in corn in the United States. The wet weather had the effect of producing less good corn, making the extra quality more difficult to get.

It would not be a surprise to see an advance in cornmeal in the near future. American corn was quoted on the 11th at 80 80½c in Toronto, whereas on the 4th of the month it was 79c per bushel. This shows a firmness in this market. Oatmeal and rolled oats are firm, but no higher prices are quoted to the trade. No. 2 Manitoba oats were quoted on the 11th at 43¼c in store at Fort William, whereas on the 6th the price was 42c. This means an advance of 1¼c per bushel.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 60
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—There is a good demand for feeds, and although there is apparently no surplus, bran is a little more plentiful and is now available in straight cars.

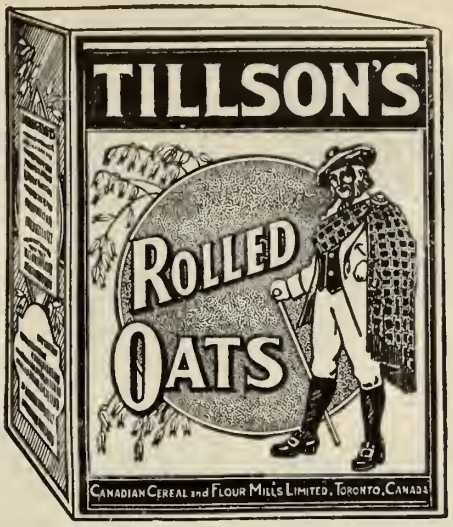
Mill Feeds—		Mixed cars per ton
Bran	....	24 00
Shorts	25 00	26 00
Special middlings	....	29 00
Feed flour, per bag	1 60	1 75
Oats—		
No. 3. Ontario, outside points	0 38	0 39

WINNIPEG

FLOUR AND CEREALS.—Market on flour still at $6.60. The demand is only moderate this month, as it always is in January. The wheat market has been fluctuating rather wildly lately, and future prices on flour are in doubt. The price on bran, shorts and middlings has been advanced $1 in each case; bran is now $18, shorts $20, and middlings $20. This is entirely due to the eastern demand, the sale of feeds in the West not being heavy just now. Another important market change is an advance of 10c in the price of rolled oats, which are now quoted $2.20-2.25. Oatmeal will probably go up to $2.80; an advance of 10c per 80 lbs., due to heavy demand. Cornmeal remains the same, and this market is expected to ease off due to new corn arriving a little earlier than usual, probably some time this month.

Flour—		
Best patents	....	6 60
Bakers	....	5 50
Clears	....	5 40
XXXX	....	4 30
Cereals—		
Rolled oats, 80 lbs.	2 20	2 25
Oatmeal, standard and gran., 98 lbs..	....	2 70
Cornmeal	....	2 35
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00

STOCK THESE TRADE BUILDERS



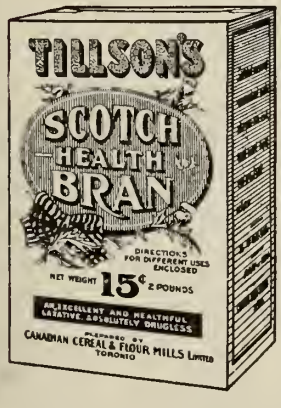
QUALITY IN EACH PACKAGE

On Sale By All Reliable Jobbers

WE CARRY A FULL LINE OF FLOUR, CEREALS AND ALL PRODUCTS MANUFACTURED BY AN UP-TO-DATE MILLING PLANT.

We Solicit Export Business

FREE WINDOW DISPLAY SENT ON REQUEST



Canadian Cereal & Flour Mills Company, Limited

TORONTO CANADA

The price of Mustard is up —Mustard Products will follow

Since the war began the cost of high-grade mustard has undergone a 50% advance. Despite this fact, to maintain the high quality of Sterling Prepared Mustard, Sweet Mustard Pickles, etc., we still use the best quality of mustard procurable, without advancing our price to correspond.

This, however, cannot continue if the high price prevails long, as present tendencies indicate, and we will be forced to advance our prices.

We advise our patrons to stock up now with Sterling Mustard products to obtain the old price.

Mail your order to-day for Sterling Prepared Mustard, Sterling Sweet Mustard Pickles, Mustard Cream and Sweet Mustard Relish.

The T. A. Lytle Co.
Limited

Sterling Road, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER
ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weigbt 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.
JAMS
"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 16
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS
In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.
Brands—Aylmer, Simcoe, Quaker. Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chill Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Cbili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Cbili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Cbili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weigbt 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weigbt 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weigbt 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weigbt 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weigbt 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weigbt 50 lbs.	3 00

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

There is a Genuine Natural Demand for a Product like CRISCO

For Frying-For Shortening For Cake Making

Crisco has the fundamental distinction of giving the same results in cooking as the best of creamery butter and yet costing no more than ordinary good lard.

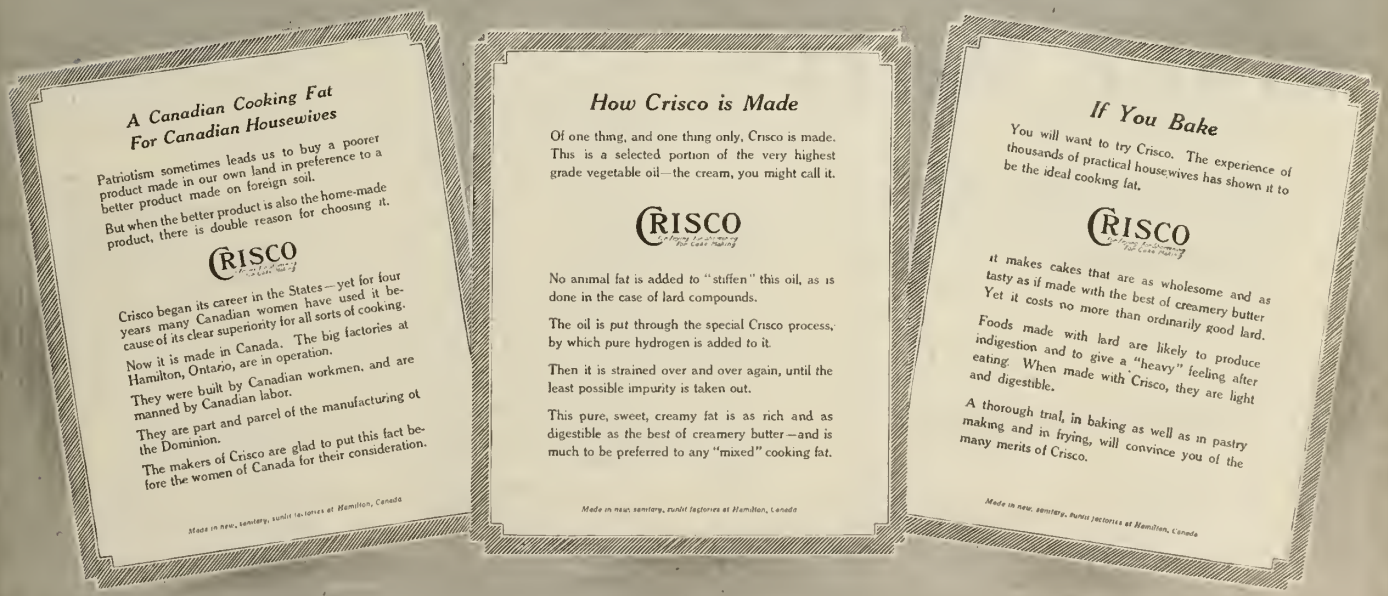
It, therefore, has its normal place in the average home—and to increase the demand for it is only a matter of making its virtues known.

Below we show reproduction of three more of the advertisements in this year's newspaper campaign for Crisco.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Crisco advertising matter for your local use

All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G.—The White Naphtha Soap, Gold Soap, Sopade and Pearline.



A Canadian Cooking Fat
For Canadian Housewives

Patriotism sometimes leads us to buy a poorer product made in our own land in preference to a better product made on foreign soil.

But when the better product is also the home-made product, there is double reason for choosing it.

CRISCO

Crisco began its career in the States—yet for four years many Canadian women have used it because of its clear superiority for all sorts of cooking.

Now it is made in Canada. The big factories at Hamilton, Ontario, are in operation.

They were built by Canadian workmen, and are manned by Canadian labor.

They are part and parcel of the manufacturing of the Dominion.

The makers of Crisco are glad to put this fact before the women of Canada for their consideration.

Made in new, sanitary, sunlit factories at Hamilton, Canada

How Crisco is Made

Of one thing, and one thing only, Crisco is made. This is a selected portion of the very highest grade vegetable oil—the cream, you might call it.

CRISCO

No animal fat is added to "stiffen" this oil, as is done in the case of lard compounds.

The oil is put through the special Crisco process, by which pure hydrogen is added to it.

Then it is strained over and over again, until the least possible impurity is taken out.

This pure, sweet, creamy fat is as rich and as digestible as the best of creamery butter—and is much to be preferred to any "mixed" cooking fat.

Made in new, sanitary, sunlit factories at Hamilton, Canada

If You Bake

You will want to try Crisco. The experience of thousands of practical housewives has shown it to be the ideal cooking fat.

CRISCO

It makes cakes that are as wholesome and as tasty as if made with the best of creamery butter Yet it costs no more than ordinarily good lard.

Foods made with lard are likely to produce indigestion and to give a "heavy" feeling after eating. When made with Crisco, they are light and digestible.

A thorough trial, in baking as well as in pastry making and in frying, will convince you of the many merits of Crisco.

Made in new, sanitary, sunlit factories at Hamilton, Canada

Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.

Libby's Food Products

are known in all parts of the world as delicacies of high quality, and unusual flavor.

Libby's foods are "put up" where the best foods attain perfection. That is why people insist on Libby's.

Libby, McNeill & Libby, Limited

GUELPH, ONT.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

5 Box lots and upward—Freight prepaid up to 50 cents

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity," each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA Reindeer Brand, each 24 cans	4 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs. per case

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	$1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz. weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5.00; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5.00; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5.00; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

Now for January Fish Business

Complete new stocks bristling with fresh lines of Ocean and Lake Fish, packed in all the variety of styles:

FROZEN FISH—Halibut, Salmon, Whitefish, Trout, Herrings, Smelts, Tulibees, Goldeyes, etc.

SMOKED FISH—WHITCO BRAND—Haddies, Ciscoes, Kippers, Fillets, Digbys, Bloaters, etc.

PICKLED FISH—Labrador Herring, Lake Trout, Mackerel, Shrimps, Lake Herrings.

DRY COD in all the convenient and saleable forms.

OYSTERS! OYSTERS!!

The best oysters coming to Ontario and Our Price is the lowest:—3s, $4.85; 5's, $8.00 tin.

WHY PAY MORE? We guarantee them for **Size, Solidity, Measure, Flavor and Cleanliness.**

Try them and Save Money.

White & Co., Limited

Wholesale Fish and Oysters

TORONTO

Branch at Hamilton

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

—

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

As Usual

The Finest Lemons on the market.

"St. Nicholas"
"Queen City"
"Kicking"

—

J. J. McCabe

Agent

TORONTO

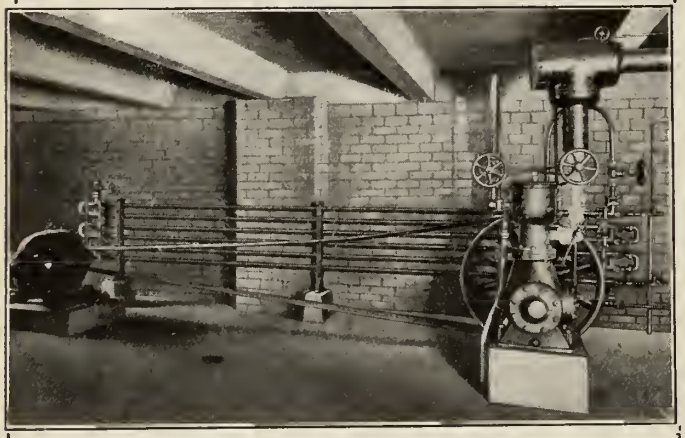
Seasonable Goods For 1916

Extra Fancy
California Celery
and Cauliflower
California Oranges
and Lemons
Malaga Grapes
All Extra Quality.

HUGH WALKER & SON

GUELPH, ONTARIO

Arctic Ice Machine



will be a tremendous relief tbls spring and summer, and will help you to a bigger bank account.

Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.

We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

Ask for Bulletin 2-B.

The Arctic Ice Machine Co.

The W. A. FREEMAN Co., LIMITED
HAMILTON, CANADA

Canadian Representatives.

BRANTFORD STARCH

Ontario and Quebec Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
½ lb. 60 }

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 40

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.
"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

MANAGER FOR FIRST-CLASS BUTCHER and grocer business, disengaged the first of February. Experienced all-round man, good buyer and used to the controlling of staff; can furnish best of references and am well recommended. Box 124, Canadian Grocer. (Jan. 14-21)

WHOLESALE GROCER MANUFACTURING expert wants position managering or manufacturing everything in food products and grocers' sundries; thoroughly up-to-date list furnished. Box 123, Canadian Grocer. (Jan. 14-21)

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"The Utmost in Lemons"
Placido Costa & Co.
MESSINA BRANCH AT CATANIA
Agents for Canada Wanted

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

Order from
Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey 287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH
WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

TANGLEFOOT
The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

Coupon Books

Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.

Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or
ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

For Eggs of the Highest Quality—the kind that please the most exacting— Write to
THE TILLSON EGG FARM
BRACEBRIDGE, ONT.

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

MINCE MEAT

WE are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs
40-lb. Kegs
20-lb. Kegs
5-lb. Tins

F. W. FEARMAN CO., Limited
HAMILTON

QUALITY AND STRENGTH
IN
Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders — Egg Powders
Jelly Powders — Baking Powder
Pudding Powders

Icings — Unfermented Wines and
Ice Cream Powders — Cordials
Oriental Sauces — Mince Meat
Fruit Sauces — Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

This Book Will Help Trim Your Show Windows

"Show Window Backgrounds"

By GEO. J. COWAN
Vice-President of the Koester School of Window Trimming

This is the most useful window trimming book ever published and sells at only $1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.
White Goods Windows.
St. Valentine's Day Windows.
Spring Opening Windows.
Easter Windows.
Summer Windows.
Horse Show Windows.
Fall Opening Windows.
Carnival Windows.
Hallowe'en Windows.
Thanksgiving Windows.
Christmas Windows.

Period Decorations in backgrounds, showing examples of *Greek, Roman, Gothic, German, Japanese Egyptian, Moorish, Italian, French, Empire, Colonial, Mission, etc.*
Sale Windows,
Bas Relief Backgrounds,
Stencil Backgrounds,

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt at $1.70.

The MacLean Publishing Company, Ltd.
143-153 University Avenue, Toronto

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
American Broom Works 13
American Can Co. 56
American Vineyard Co. ....
Inside Front Cover
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1
Aylmer Condensed Milk Co. . 5

B

Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 16
Bickle & Greening 48
Bolton, P. S. 14
Borden Milk Co. 3
Bowman & Co., J. 10

C

Canada Foods, Limited 53
Canadian Cereal & Flour Mills Co. 43
Canadian Shredded Wheat Co., Ltd. 4
Clark, Ltd., W. 7
Connors Bros. 8
Condy & Mitchell, Limited . 4
Cowie & Co. 14
Crescent Mfg. Co. 52

D

Da Costa & Co. 9
Dominion Salt Co., Ltd. 8
Duncan & Co., John 13

E

Eckardt, H. P., & Co. 47
Edwards, Campbell Co. 14
Escott & Co., W. H. 14
Eureka Refrigerator Co. ... 15

F

Fairbank, N. K., Co. 12
Fearman, F. W., Co. 53
Freeman Co., W. A. 50

H

Hargreaves (Canada), Ltd. .. 9
Heinz, J. J., Co. 9

K

Keating's 10

L

Lake of the Woods Milling Co ..... Outside Back Cover
Lambe & Co., W. G. A. 14
Laporte, Martin, Limited ... 55
Leacock & Co. 48
Lemon Bros. 49
Libby, McNeill & Libby, Ltd. 46
Lightcap, O. F. 14
Lytle & Co., T. A. 44

M

MacKenzie & Morris 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Malcolm's Condensing Co. ..
Inside Back Cover
Mathieu, J. L., & Co. 56
McCabe, J. J. 49
Mennen Chemical Co., G. 8
Millman, W. H., Sons 14
Minto Bros. 4

N

Nelson Club Cigar Co. 14

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd. .. 14
Procter & Gamble 45
Placido Costa Co. 52

R

Red Rose Tea Co. 15
Reed Mfg. Co., Evan L. 15
Rock City Tobacco Co. ....
Inside Back Cover
Root Canadian House 52

S

Shidznoka Ken Tea Guild .. 11
Smith & Proctor 12
St. Lawrence Sugar Refining 13

T

Thum Co., O. W. 52
Tillson Egg Farm 52
Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Wagstaffes, Limited 6
Walker, Hugh, & Son 50
Watson & Truesdale 14
Wayne Oil Tank Co. 10
Webb, Harry 14
Western Canada Flour Mills
Inside Front Cover
Wethey, J. H., & Co. 46
White & Co. 49
White Swan Co. ... Front Cover
Woods & Co., Walter 49

10th ANNUAL **Pre-Inventory** **SALE**

Now in Full Swing

Your supply of staple groceries for many weeks can well be bought at the following prices, because these goods are of the finest quality and will most probably increase in price before the end of January.

Every economical buyer should take advantage of this opportunity.

LOOK AT THOSE PRICES!

10,000	Cases	TOMATOES, St. Lawrence Brand, 24/3s	$1.00 doz.
5,000	"	TOMATOES, Prince Edward Pride, 24/3s	1.00 doz.
3,000	"	CORN, Victoria Brand, 24/2s	.90 doz.
800	"	PEAS, Mountain Crest Brand, 24/2s	.85 doz.
300	"	BEETS, St. Lawrence Brand (Sliced), 24/3s	.75 doz.
200	"	WAX BEANS, St. Lawrence Brand, 24/2s	.90 doz.
2,000	"	APPLES, St. Lawrence Brand, Gallons, /6s	2.40 doz.
400	"	PEACHES, Garden City (Heavy Syrup), 24/2s	1.30 doz.
300	"	PEARS, Garden City (Heavy Syrup), 24/2s	1.05 doz.
200	"	LAWTONBERRIES, Vine Brand, 24/2s	.90 doz.
1,000	"	RASPBERRIES, Columbian Brand, 24/2s	1.20 doz.
1,000	"	SALMON, "Cavalier" Brand (White Spring), 48/1s	3.25 case
1,000	"	SALMON, Scottish Lion Brand (Red Cohoes), 48/1s	3.60 case
500	"	PRUNES, Oregons, 40/50	.10 lb.
300	"	PRUNES, Oregons, 30/40	.10½ lb.
300	"	RAISINS, Seeded, Daphne, Californias, 16 oz	.09½ pkg.
500	"	RAISINS, Seeded, choice, 12 oz.	.08 pkg.
500	"	SEEDLESS THOMPSON RAISINS, 50/loose	.11½ lb.
400	"	CALIFORNIA NOT-A-SEED, 36/5 oz.	4.20 case
280	"	CALIFORNIA NOT-A-SEED, 48/12 oz.	4.55 case
200	Boxes	CIGARS, Selected Havana Brand, 50s	1.00 box

F.O.B. MONTREAL Net 30 days.

Prices subject to change without notice.

No transaction considered closed before you are entirely satisfied with your purchase. If it is not right, this house will make it so.

Now is the time to send your order!

By Telephone Main 3766 at our expense **By Telegraph "LAPORTE," Montreal**

LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West **Montreal**

Tin Cans

Plain or Decorated

Fibre Cans

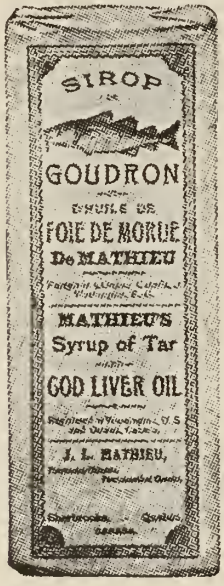
All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

FACTORIES:
MONTREAL .·. HAMILTON

SALES OFFICES:
MONTREAL .·. TORONTO .·. HAMILTON .·. WINNIPEG



Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC

Unquestioned Quality

Our five Made-in-Canada milk products have firmly established their superiority as business-building profit-makers.

Their appetizing, nutritious qualities make them business-getters wherever displayed.

You can reap a handsome profit by featuring this superior Made-in-Canada line.

Order a stock and get up a good, effective display to-day. Your increased turnover will convince you of the popularity of Malcolm Condensing Co.'s Goods.

NOTE OUR PRICES:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5 25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

Order a 5-case lot and we will pay freight up to 50c per 100 lbs. in Ontario, Quebec or Maritime Provinces.

The Malcolm Condensing Co., Limited, St. George, Ont.

No. 31

Chats with "Old Bob"

(Canada's 105-year-old Pioneer)

Beef at 75c. a Quarter

"Would you believe it, lad, as sure as you are standing there, I sold prime young beef at 75c a quarter rather than haul it back home from London (Ont.).

"Aye, and it was a long time ago, and meat was in abundance, in fact I have seen a quarter of beef traded for a very few plugs of tobacco. Tobacco then was not as plentiful as it is now and not so nice to use either. None could touch my favorite,

King George Navy

"It's got 'em all beat for a good chew."

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

FIVE ROSES FLOUR

PASTRIES

PUDDINGS

DON'T MERELY SAY "FLOUR"
SAY
"FIVE ROSES FLOUR"

The only flour publicly and unreservedly guaranteed not bleached—not blended.

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

Daily Capacity—27,400 bags of 98 lbs.

In this Issue Selling Marmalade Oranges and Marmalade : Winners in Christmas Display Contest

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

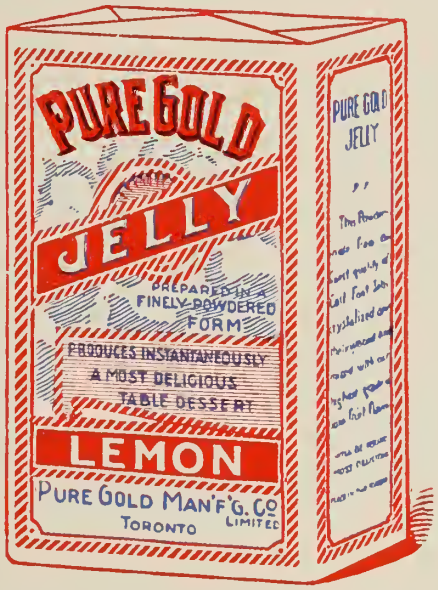
Vol. XXX PUBLICATION OFFICE: TORONTO, JANUARY 21st, 1916 No. 3

PURE GOLD

Pure Gold Jellies

are made from
PURE
FRUIT
FLAVORS.

A
DELICIOUS
DESERT



Pure Gold Extracts

GOVERNMENT
STANDARD
32
VARIETIES

The Memory of Quality Lingers
When Prices are Forgotten

Pure Gold Man'f'g Co., Limited

TORONTO, ONT. WINNIPEG, MAN.

Feature these Made-in-Canada Products for Quick, Cold Day Selling

The five lines her shown are accredited leaders in their respective fields. They have won the approval of the most discriminating because of their proven purity and delicious wholesomeness.

By boosting our lines you not only guarantee yourself customer satisfaction, but you show a practical patriotism in supporting Canadian enterprise and Canadian labor.

Compare our prices and our quality with the imported brands. The result will convince you of Canadian-made superiority.

St. George Brand Coffee, 2 doz in case.	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case.	5.50
Princess Condensed Milk, 4 doz. in case.	4.50
Premier Skimmed, 4 doz. in case	4.00

Send an order to-day

Malcolm Condensing Co.
LIMITED
ST. GEORGE, ∴ ∴ ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED
Chief Office:—1 Wharf Road LONDON N., ENGLAND

Lantic Sugar

Lantic Sugar

How much Sugar did you sell last year?

The per capita consumption of sugar in Canada is something in the neighborhood of eighty-seven pounds. This consumption, multiplied by the number of customers on your books, represents your share of the sugar business. Did you get it last year? If not, we will assume there is room for expansion.

While you are attempting to solve your problem it would be well to bear in mind that there are other things to be considered besides volume.

Quality and reputation of the goods you sell reflects directly on your judgment as a buyer.

Trade-marked articles, such as

Lantic Sugar

bearing the guarantee of the manufacturer, are always a good investment.

Display Lantic packages on your shelves, in your window, and link up your store with the best selling package sugar on the market.

Put up in 2 and 5 lb. cartons, and 10 and 20 lb. bags.

Write us for a copy of the Lantic Recipe Book. It will show you one of the various mediums we use to create a demand for Lantic packages.

Order through your wholesaler.

Atlantic Sugar Refineries, Limited
MONTREAL

Codou's Macaroni

—finest quality, imported Macaroni

is made from Europe's finest quality, hard wheat—which lends itself to the production of a most superior quality paste. Codou's Macaroni, Vermecilli, Spaghetti and Fancy Pastes satisfy the better trade with their superior quality.

Note the "CODOU" Brand

Order Your February Stock Now!

A. P. TIPPET & CO.

Agents **MONTREAL**

Nutritious Quality, Economy and Purity.

Build Big Business with Borden's

Unbeatable reputation, unimpeachable quality and sterling value are the three big winning points about the

Borden
Line of
Milk Products

that make them worth while.

These, together with their increasing popularity, make a selling combination unexcelled, and one which dealers everywhere are finding exceedingly profitable.

Featuring Borden's is one of the easiest and quickest ways towards that bigger 1916 business. Start in now by getting up effective displays on your shelves, sales counters and in your show windows.

Borden's will satisfy your most particular customer.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

Mothers Buy KNOX GELATINE Because Children Like It

They know the package when they see it and are pleased when they know you sell it. And it nets you more profit.

When company comes, it always makes a pleasing dessert, so KNOX GELATINE time is all the time.

Your clerks will find it easy to sell. It gives new customers confidence in your entire stock when you sell them an article of such well-known quality as KNOX GELATINE.

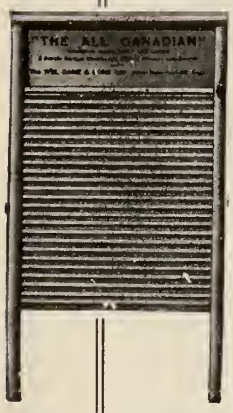
Use it for a window display as a kindly introduction to the passing stranger.

"Make Knox Your Gelatine Leader."

CHARLES B. KNOX COMPANY, Inc. - - Johnstown, New York

Branch Factory:—Montreal, Canada

A "Seller" Wherever Displayed



That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewive's favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface—the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

The Wm. Cane & Sons Company
Limited
NEWMARKET, ONT.

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Cleans Water-Closet Bowls

Something every one of your customers living in a home with plumbing equipment needs. Magazines reaching nearly four hundred thousand homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

By writing us that you have Sani-Flush for sale, you get special selling assistance.

The HYGIENIC PRODUCTS CO.
CANTON, OHIO, U.S.A.

Grocery Jobbers who sell Sani-Flush:

ONTARIO
John Sloan & Co., Berlin.
Geo. Watt & Son, Ltd., Brantford.
Gilmour & Co., Brockville.
Macpherson, Glassco & Co., Hamilton.
Edward Adams & Co., Ltd., London.
The F. J. Castle Co., Ltd., Ottawa.
Perkins, Ince & Co., Peterboro.
T. Kenny & Co., Ltd., Sarnia.
W. H. Gillard & Co., Sault Ste. Marie.
H. P. Eckardt & Co., Toronto.
Perkins, Ince & Co., Toronto.
Eby-Blain, Ltd., Toronto.
J. F. Smyth Co., Windsor.

MANITOBA
The Codville Co., Ltd., Brandon.
The Codville Co., Ltd., Winnipeg.
The G. McLean Co., Winnipeg.
Campbell Bros. & Wilson, Winnipeg.
Walter Woods Co., Winnipeg.

SASKATCHEWAN.
A. Macdonald Co., Saskatoon.

ALBERTA
Revillon Wholesale, Ltd., Edmonton.

BRITISH COLUMBIA
The Hudson's Bay Co., Vancouver.

Sir Edmund Walker, President of the Canadian Bank of Commerce, in his annual address to the shareholders is reported in part as follows:

> "It must be clear that every time we buy something outside of Canada we weaken our National Finances unless our purchases consist of material which will in some form or other be exported again."

Herein is your opportunity to help the Empire without any sacrifice.

For your own information, why not have an inventory taken of the various lines which you are now carrying in stock and which you are bringing in from Foreign Countries? Then figure carefully just how much money you can keep in Canada by transferring these purchases to Canadian Manufacturers.

For instance, why not buy "AYLMER" Catsup instead of a United States Catsup? Why not buy "Canadian Canned Fruits" instead of United States Fruits? Why not buy Canadian Jams instead of English Jams?

Dominion Canners, Limited

Hamilton, Canada

After seven prosperous years, during which we have manufactured the McCaskey Account Register and the famous "Surety" carbon coated sales books as well as carbon leaf pads, in Canada, under the name of the

Dominion Register Company, Limited,

we have decided to act on the many suggestions received from our customers and travelers by linking up our name and product.

Therefore, without in any way affecting the personnel or standing of our company, we have decided to adopt the name,

McCASKEY SYSTEMS LIMITED,

to take the place of our former name, and trust that our thousands of customers (whom we take this opportunity of thanking for their patronage) will "remember us," and that those who have not traded with us will give us a chance to serve them.

McCASKEY SYSTEMS LIMITED

(Formerly DOMINION REGISTER CO., LIMITED)

Toronto, Canada

In our new plant **235-245 Carlaw Ave.**

CANADIAN Clark's BRITISH

CLARK'S
PORK and BEANS

are now as always the leaders in

QUALITY

This is War Time

When you can get the QUALITY at home, spend your money to your own and your country's advantage. Keep it circulating in Canadian and British Channels.

W. CLARK, LTD. MONTREAL

Clark's

CONCORD
NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.

Are you handling CONCORD? Order from your wholesaler TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

COW BRAND BAKING SODA

Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

A Growing Demand

Although past seasons have shown a tremendous demand for O-Cedar goods, 1916 will far surpass them.

O-Cedar Polish
(Made in Canada)

is a necessity in every home all the year round. Housewives, never before, were able to get such results in bright, clean furniture and woodwork. Every live merchant should keep his shelves well stocked up with O-Cedar. Order now.

ORDER FROM YOUR JOBBER

CHANNELL CHEMICAL CO., LTD.
369 Sorauren Avenue TORONTO

TRADE MARK KEYSTONE BRAND REGISTERED

GREEN CORN SCARCE

We foresaw the shortage of choice green corn and bought heavily early in the season. That is why we will maintain our high standard of quality for

THE "NUGGET" BROOM

throughout the coming year, while the market will be full of "red" brooms. If you have never before sold Nugget brooms, let the green corn situation decide in their favor. The easiest broom of all to sell, because Nugget brooms are light in weight and the highest in quality.

For prices, etc., write

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

You will never hear a murmur from your regular customers for

GIPSY
Stove Gloss

until your stock runs out, but then !!!!!!!

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.

I SAY!

The Same Terms for all Retailers

There are no "Cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE SALTS. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable one price brands like

"WINDSOR" AND "REGAL" SALT

The Canadian Salt Co., Limited
Windsor, Ont.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

J. H. WETHEY, LIMITED

are now ready with their new line

Orange Marmalade

1916 Pack

The Wethey quality is bound to lead whether it is in mince meat or marmalade so,—DON'T BUY UNTIL YOU SEE THE NEW GOODS.

Every package is a revelation.

Get in touch with their nearest representative.

Here They Are

W. G. PATRICK & CO., TORONTO

ROSE & LAFLAMME, LIMITED, MONTREAL

A. W. HUBAND, OTTAWA

CHAS. E. MACMICHAEL & CO., ST. JOHN

MALCOLM MOSHER, HALIFAX

MASON & HICKEY, WINNIPEG

MASON & HICKEY, REGINA

MASON & HICKEY, BRANDON

MASON & HICKEY, SASKATOON

MASON & HICKEY, EDMONTON

MASON & HICKEY, CALGARY

MASON & HICKEY, LETHBRIDGE

MASON & HICKEY, VANCOUVER

Factory and Sales Office:

ST. CATHARINES - - - ONTARIO

Give them the best.

St. Lawrence

DIAMOND GRANULATED

100% Pure Cane.

Elgins are profit-makers

No. 35

Perhaps the two most important of the many exclusive features in the ELGIN NATIONAL COFFEE MILL is the new force feed steel cutting Grinders, and special adjuster by which the mill is regulated while running. Guesswork, stopping, loss of time, etc., are unknown with Elgin service.

Consider the amount of profit and the greater efficiency this means to you.

Write for catalog and name of our nearest agent. Handled by the best Canadian jobbers.

No. 40

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

Stuart's

ORANGE MARMALADE

HAVE YOU TRIED IT?

This quality marmalade is made from the finest **Seville Oranges** and the purest and finest quality cane sugar.

If you have not compared the quality of Stuart's Marmalade with others you do not realize the difference in favor of the former.

We will be satisfied with your decision after comparison.

With the tendency for sugar to advance in price it will be well to secure your stock of marmalade now to get the best price possible. Send a trial order for Stuart's Marmalade now to get the best price possible.

Send a trial order for Stuart's Marmalade—try it out.

STUART, LIMITED, Sarnia, Ont.

AGENTS:

Dingle & Stewart, Winnipeg
Howe, McIntyre & Co., Montreal
Fearman Bros., Hamilton
Langlois & Paradis, Quebec
R. S. McIndoe, Toronto
Angevine & McLauchlin, Truro, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.

SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

THOS. SYMINGTON & CO., Edinburgh and London

Furnivall's New Season Marmalade

the delicious, high quality household favorite

Made from the very finest Seville Oranges and sweetened with the purest grade of Granulated Sugar.

Furnivall's New Season Marmalade has that palatable wholesomeness which characterizes all our products.

Your marmalade sales will take on added "pep" when you stock Furnivall's. A display in your show window or sales counter will start big business your way.

Furnivall's Marmalade can be depended upon to satisfy the most enacting demands of your most particular customer.

Order a supply to-day.

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

Furnivall-New, Limited, Hamilton, Ontario

What share are you getting of the increasing business being done in

JAPAN TEA

delicious, wholesome, natural-green leaf tea from Sunny Japan? ¶ New business is being created by our consumer publicity. ¶ New friends being made, old friendships being renewed.

Order from Wholesaler!

Wagstaffes'
Celebrated
Orange Marmalade

New Season's 1916
now ready for delivery

Made from the finest Seville Oranges and best granulated Cane Sugar.

We are supplying the Canadian Hospitals in England, also the War Office and the Admiralty, with our Jams and Marmalade, put up in the most up-to-date, hygienic Plant in Canada.

Mr. Grocer, it will pay you to push
WAGSTAFFES' JAMS and MARMALADE.

Advance your tea sales in 1916 by

concentrating on Red Rose Tea. This master blend of Indian and Ceylon has distinctive, business-building qualities. Its characteristic flavor, its superior richness and strength, its consistent uniformity and its splendid keeping qualities, have all been strong factors in the nation-wide success of Red Rose Tea. They will prove big factors in building up any individual retail tea trade if the grocer will use them to best advantage. That means make

Red Rose Tea

your leader

When you buy Leacock's Quality

You take the first step towards bigger and better Molasses sales.

Leacock's Molasses

Extra Fancy and Extra Choice

Insist upon having Leacock's.

Leacock & Company

EXPORTERS OF HIGHEST GRADE OF MOLASSES

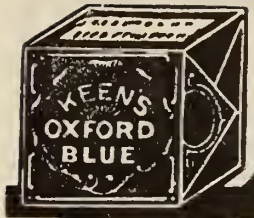
BARBADOS, B.W.I.

EUREKA

THE PREMIER REFRIGERATOR

Our Thirty years' experience in the exclusive manufacture of refrigerators has made the Eureka the most satisfactory refrigerator on the market to-day.
Being constructed of the most sanitary materials, with a perfect air circulation system, the Eureka preserves a stock of perishable food stuffs in absolute security. Loss through spoilation is unknown when the Eureka is used, and the opportunity it offers for the better display of butter, meat, etc., invariably results in increased sales.
Ask for full particulars of this provision and butchers' refrigerator; a style and size for every need.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE TORONTO



Keen's Oxford BLUE

Approved by the most experienced housewives the world over and sold by the best grocers everywhere.

Your Wholesaler Can Supply You.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

REMEMBER!

When That Traveller Calls, You Want

IMPROVED GEM **PERFECT SEAL**

and

CROWN

FRUIT JARS

They cost no more than the substitute and you have a reputable Canadian Company to back them up for quality. Our jars are made from strong, clear glass, fitted with sure seating sanitary glass tops, metal fittings, and good quality rubber rings. Be sure you order Canadian-made Jars.

THE DISCRIMINATING HOUSEWIFE WILL DEMAND THEM.

We recommend and guarantee Perfect Seal jars for processing and canning.

Manufactured by

DOMINION GLASS COMPANY, LIMITED

MONTREAL TORONTO HAMILTON WALLACEBURG REDCLIFF

CANADIAN GROCER

VOL. XXX TORONTO, JANUARY 21, 1916 No. 3

How He Got the Marmalade Trade

Selling Campaign of a Retail Dealer Who Went After it Strong — Details of Displays of Marmalade, Marmalade Oranges, Sugar, Etc.—February the Marmalade Month —Some Good Selling Hints.

Written for Canadian Grocer by A. H. Harvey.

IN a certain town, not so many miles away from Hamilton, Ont., there is a grocer who each year, for the last three or four, has put on a selling campaign in marmalade, marmalade oranges, sugar and other materials the housewife requires for the putting down of her annual supply of marmalade. This campaign is usually begun about the last week in January and extends into February—the big marmalade month of the year. Recently when the writer was discussing with him his plans for 1916, he mentioned incidentally his marmalade campaign as one of the coming features.

"A year ago the marmalade campaign proved a success, despite the fact that the country was in the early stages of the great war," he said, when we got down to particular selling methods.

"In the first place," added Mr. Brighton—that was not his real name, but we will call him John Brighton in this article—"my chief endeavor was to make the store fairly breathe an atmosphere of marmalade and of oranges for the manufacture of marmalade. Large stocks of both bitter and sweet oranges as well as grape fruit were shown in conspicuous places about the store, and, of course, the window was designed to fit in with the campaign. You will note there is a slant on the window floor. In the centre the window dresser placed a pyramid of oranges, reaching almost from the plate glass to the rear of the window. This was built up so carefully that there was just one row along the apex, whereas the base was twelve or fifteen oranges wide. On either side of this there was a circular display with oranges coming up to a peak at the top, where there was just one orange. Excelsior tissue paper was freely used and strewn about the various piles of oranges. Along the front of the window was a row of manufactured marmalade in nicely labelled jars for those who were in the market for new marmalade, and who did not go to the trouble of making their own. Other requisites, such as fruit jars, rings, paraffine were neatly placed between the various piles of oranges, and across the rear were piles of sugar in 20-lb. sacks and 5 and 2-lb. packages. I should have said that the centre pyramid of oranges was composed of the bitter variety, whereas the other two rows were sweet oranges. One of the boys, who is handy with the pen and brush, worked out a couple of neat show-cards, one reading: 'Choicest Oranges for the Marmalade,' and the other, 'Do Them Down Now.'"

Mr. Brighton was very enthusiastic over the sales this simply-dressed window produced. He is a firm believer in showing the actual goods and not presenting anything that would attract the attention of the passer-by from those goods. The entire window was a suggestion to the housewife that the present was marmalade time, and reminded her of every necessary requirement in the manufacture of marmalade.

"Inside the store," added Mr. Brighton, "was the same orange atmosphere. To the rear we had several cases of oranges piled up one on top of the other and slanting towards the back wall. On entering, every customer simply had to see that display. She was again reminded of oranges and of marmalade. She could not get away

Make the Marmalade Now

Bitter marmalade oranges are again in and are now at their best. Marmalade time is here. What about your 1916 requirements? We have anticipated your wants and have a splendid supply of bitter and sweet oranges of superior quality and flavor, as well as fruit jars, rings, sealing wax and sugar. See our orange and marmalade displays in the window and store.

Bitter Oranges—Fine and beautifully colored fruit direct from Seville in Spain, per doz....—c.

Sweet Oranges—These are necessary to give the proper flavor to your marmalade. Large juicy navels at per doz. .....—c.

Lemons—A dash of lemon juice to a pot of marmalade is recommended by many housewives. A fresh supply just in, at—per dozen ....—c.

Fine Granulated Sugar—Sugar is one of the all important items in the making of good marmalade. Make sure of the quality of your selection. Sugar at — lbs. for $1.00.

Fruit Jars and Paraffin—When you go to the trouble of making marmalade be sure that you preserve it in good jars. Make assurance doubly sure by covering the mouth of every jar with a thin layer of paraffin. Fruit Jars at —c for pints and —c for quarts.

Don't delay putting down the marmalade. First who come get best selection of fruits.

JAMES BROWN

87 Main Street Phone 111

Suggestion for a newspaper advertisement on marmalade oranges, fruit jars, sugar, etc.

While not exclusively a marmalade orange display, this window presents some good suggestions for a trim just now.

from it. On the counter was a glass circular display stand, with three or four shelves tapering from large ones at the bottom to small ones at the top. This stand was neatly arranged with oranges. Naturally, if a customer survived after passing the window and seeing the big display at the rear of the store, her attention was again called to oranges when she got to the counter. If she didn't purchase immediately, she probably kept turning over in her mind, 'I wonder if I want these oranges to-day, or shall I wait for a week or so?' A little personal salesmanship always finished the sale.

"On the counter as well were a few fruit jars, rings, cartons of paraffine, a few small packages of sugar, which did not take up very much room, and three or four jars of tempting marmalade.

Personal Salesmanship Helps

"If, for instance, one of the clerks made a sale of oranges, he always pointed to the fruit jars, rings, paraffine and sugar to complete the sale of these associated lines. There is a great deal, you know," said Mr. Brighton, "in suggesting associated lines to customers, and we find when we put on a sale of any particular line of goods, we invariably dispose of at least an equal turnover of the other lines. I remember quite distintely that last year fruit jars and sugar sold quite freely, and, of course, we dispose of a good quantity of rings and paraffine for sealing the tops of the jars.

"On a table just in front of the entrance was an attractive little display of marmalade in glass jars, with a showcard reading: 'Adds a Zest to the Morning Meal.' There were, of course, many of our customers who do not go to the bother of making their own marmalade, and we found that this little trim worked wonders in the matter of selling ready-made marmalade.

"Occasionally the customer would place her regular every-day order without saying anything about marmalade or marmalade oranges. Every clerk was instructed, in such an instance, to bring the customer around to our way of thinking by a courteous suggestion something like 'How about marmalade oranges or marmalade to-day?' This usually opened up the conversation and gave the salesman a chance to point out that the new bitter oranges were in, and that now was the season when folks were putting down their supply. You can naturally see that with such a campaign we were bound to sell a lot of oranges and marmalade, as well as the associated lines above referred to. Apart from that, we had a marmalade advertisement in the local paper. We had the ad. changed every few days. So there was something new for the readers, and not the same old story; or rather the same story was told in a new way, and we linked up the advertisement with the campaign inside the store. There was considerable work connected with the whole affair and some close attention was given to it, but it was worth it. We sold more oranges and marmalade in two or three weeks during that campaign than we sold in the following two or three months. It is all a matter of getting the public thinking about marmalade and getting them to ask themselves the question whether they should put some down or not. We certainly intend to continue this campaign this year, and, in fact, we are already laying our plans."

Mr. Brighton mentioned a number of other campaigns which he had put on during 1915, some of which are exceedingly interesting, and will surely bring some new suggestions to many others. These will be described in future articles.

A RECIPE FOR ORANGE MARMALADE

Here is a recipe that has been tested with success. It makes a delicious marmalade if instructions are carefully carried out:

6 Bitter Oranges;
7 Sweet Oranges;

Slice and let stand in four quarts of cold water for 36 hours. After boiling for two hours add 9 pounds of granulated sugar, and juice of four lemons; boil 2 hours. If when cutting the oranges the seeds are saved, steep in warm water and the liquid added to the mixture when boiling the second time, the flavor is improved and the marmalade jellies better. When cold in jars, put thick layer of paraffin on top of marmalade.

C. B. Amey, one of the proprietors in the store run by Amey Bros., Portage avenue and Young street, Winnipeg, at considerable risk, rescued a dog which was tied up in the basement of his store during a fire which broke out late one night last week. The damage amounted to $2,500, which was covered by insurance.

Some Big Advances in Seeds

Red Clover Much Higher Than Year Ago—White Clover Also Up and Wax Bean Quotations Are Difficult to Set—Little Change in Alsike or Timothy—Turnip Seeds Much Higher—No Shortage in Flower Seeds

IT is in the winter months that the prosaic farmer's fancy turns to thoughts of seeds. While seeding time is three months or so hence, yet preparations are made much earlier than that, which means that the grocer and general merchant who wants to make the most of his seed department prepares well in advance for this profitable trade. The year that has just gone by was a splendid one from the standpoint of the seed merchant. The patriotism and production campaign inaugurated on the outbreak of war had the effect of ensuring a much larger acreage under cultivation than usual and naturally seed was required in large quantities. The year therefore was a good one, not only in field grains, but in vegetable seeds for garden and back yard lots. Wholesale seed men look forward to another good year in this regard, and it will therefore be interesting to forecast as far as possible the existing prices on various seeds and a comparison with those that prevailed a year ago.

Generally speaking seeds will be higher than a year ago, but there are instances where they will be about the same even a little lower. The most notable advances has taken place in red clover which is from $5 to $7 per cwt. higher than a year ago. White clover is also high, but alsike and timothy are about normal at same prices as in 1915.

Turnip seeds will be much higher. Carrots will be a little higher, but beets and mangolds will not be above the prices of last year. There is however, a very large advance in wax beans. These are very scarce owing to the wet weather that prevailed last year and prices are quite abnormal. In fact seed houses find it very difficult to quote at the present time.

Merchants, however, will be able to get a much better idea of the seed situation by going into each of the most important seeds separately.

* * *

Red Clover.—This is much higher than a year ago and likely to remain so owing to the short crop in Canada. There was only a fair crop in the United States, but the duty which includes at 7½% war tax means that it is costing about $4 cwt. to bring Red Clover into this country. The cause of the short crop in Canada was the wet weather in August and September last, resulting in small quantities of real No. 1 Government Standard Seed. The price of this rules around $26.50 to $28 cwt. There is, however, a fair quantity of No. 3 grade at around $23.50 to $24. A year ago No. 1 could be bought at around $21 to $21.50 and No. 3's considerably less than that. Red Clover comes from England, France, Italy, and the United States. There is however, the substantial duty of 10% on the English seed. While some seed has come there is a possibility that more might and if this is the case it would tend to develop an easier market later on, probably around March.

* * *

Alsike.—There is not a great deal of difference between prices of Alsike this year and last. It is probably a shade firmer in sympathy with the Red Clover market. Supplies are fair and probably a little larger than a year ago, but there is not a great deal of No. 1 seed. No.1 will sell this year to the trade at around $22 to $24. No. 2 about $18 to $19 per cwt. and No. 3 at about $16.

* * *

Timothy.—Prices on timothy this year will be about normal, No. 1 being around $12 to $14.50 per cwt. to the trade. No. 2, $10 to $11.50 and No. 3 $7.

* * *

White Clover.—This line is considerably above 1915 prices, the range being from 25 to 64 cents per lb. No. 1 White Clover will probably bring the latter price and No. 3 the former with No. 2 around 38 cents per lb. Last year No. 1 was about 45c which indicates a market considerably higher than last year. The shortage in stocks is the cause. Prior to the war a lot of White Clover used to come from Germany.

* * *

Turnip Seeds.—Turnip Seeds will be very much higher this year than last on account of short crops in England. Prices in fact will be from 50 to 75 per cent. above a year ago, which ranged around 20 cents. This year turnip seed will sell around 30c a pound to the trade.

* * *

Beets. — These will range about the same as a year ago at about 70c a pound. France is the chief source of this seed.

* * *

Carrots.—Table carrot seeds will be a little higher this year, probably about 25%. The price will be in neighborhood of $1.30 per pound, but there will be little difference in prices of field carrots. These will be about 34c a pound bulk. France is also the big source of carrot seeds.

* * *

Mangolds.—These will be about same as a year ago. The main supply is France and Holland and apparently the war has had little effect on the supplies available for export. Prices will be from about 18 to 20 cents a pound.

* * *

Wax Beans.—As intimated above Wax Beans are very scarce and prices exceedingly high. Wholesalers have had to pay a great deal more per bushel this year, but it has been impossible for them to get anywhere near the quantities contracted for. One wholesaler points out for instance that out of 50 bushels contracted for from one source he was only able to get a bushel and a half. Wholesalers are therefore holding back quotations for the season and will only quote on current orders. The wet season was the chief cause of the heavy scarcity in the United States this past year. It is a little bit encouraging to know that in some particular varieties the shortage is not quite so bad, but the trade will find this year a big increase in the price of wax beans.

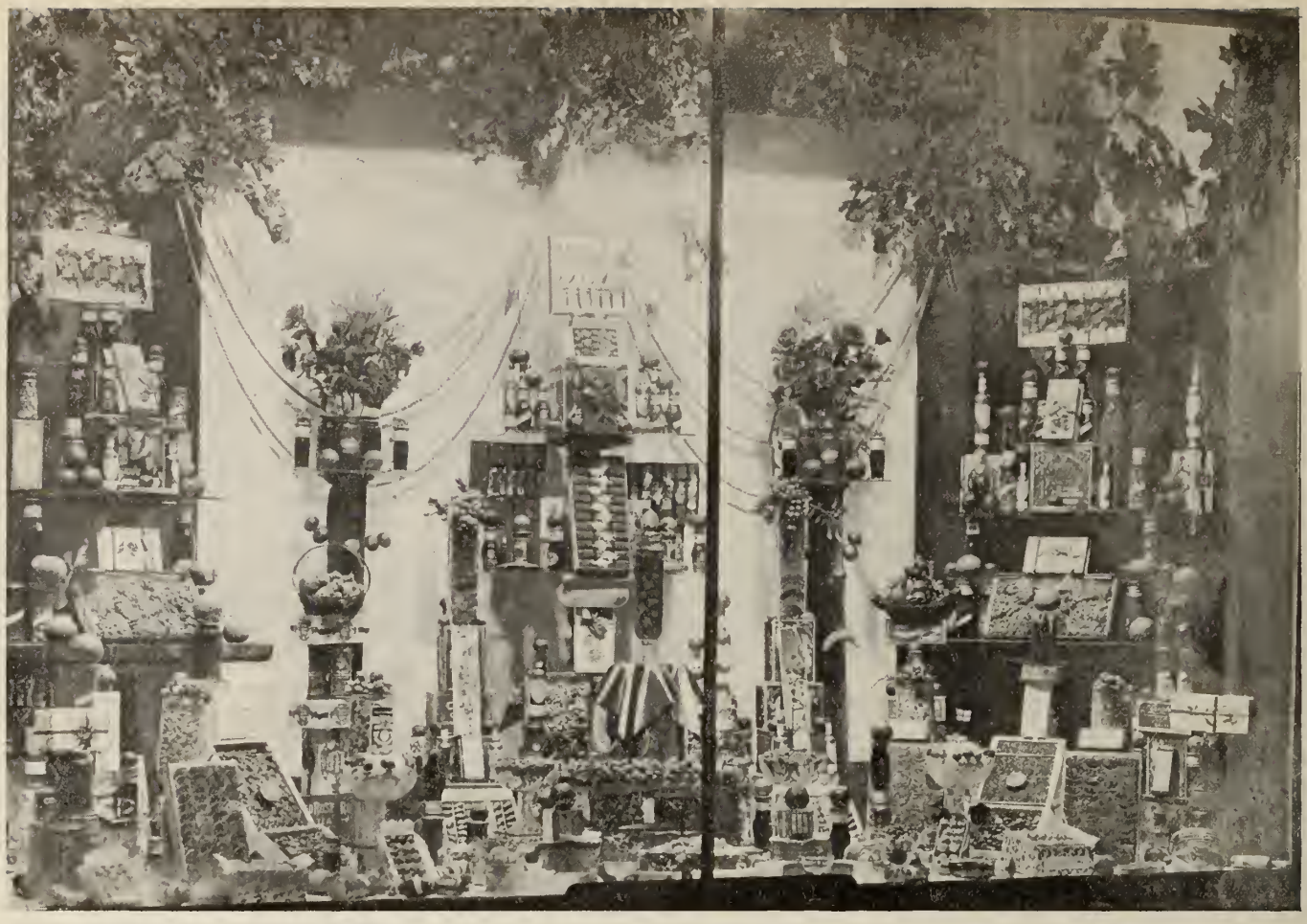
* * *

Garden Seeds, Lettuce, Tomato Seed, etc., will show every little change. Flower seeds will be about the same. Sources of supply are England, France, Holland and the United States. In some cases, however, there will be some advances.

THIS SEASON'S SEED PRICES

The following table represents in brief the prevailing prices for this season's seeds from the wholesale merchant to the retail dealer:

Red Clover—		
No. 1, cwt.	$26.50	$28.00
No. 2, cwt.	25.00	25.50
No. 3, cwt.	23.50	24.00
Alsike—		
No. 1, cwt.	$22.00	$24.00
No. 2, cwt.	18.00	19.00
No. 3, cwt.	16.00	.....
Timothy—		
No. 1, cwt.	$12.00	$14.50
No. 2, cwt.	10.50	11.50
No. 3, cwt.	10.00	.....
White Clover—lb.,	25c	64c



Window of Nation & Shewan, winner of first prize in Class 1. Canadian Grocer's Christmas Contest—dressed by J. F. Nichol.

Winning Window From Brandon

Nation & Shewan Carry Off First Prize in Canadian Grocer's Christmas Contest in Class No. 1 —A Particularly Fine Trim—Several Close Seconds—All Winning Windows and Runners-Up to Appear Later

CANADIAN Grocer's Christmas Window Display Contest brought out some splendid material. The windows have now been judged and winners of the prizes are announced. It has always been our policy in announcing results of this contest to present in one of our January issues only the first prize window in each class and then later on in the year, near Christmas time reproduce the entire six winners. This is done for the reason that the reprodution of the winners will be of more use in the Fall of the year prior to Christmas trade than early in January after the previous Christmas trade is over.

The list of winners in Class 1, that is cities over 10,000 population, appear on this page. There is also reproduction of the first prize display. This year it comes from Brandon, Man., and is the window of Nation & Shewan. The display itself was made by J. F. Nichol and will be seen to have been a most attractive one. Mr. Nichol has paid special attention to selling power and attractiveness and has thrown into the window a little originality. Many window trimmers think that originality is the most important part of a window. This is not the judge's idea. There are many original windows which do not sell goods and the judges pointed to this fact in their decision. Some of the windows for instance, had elaborate effigies of Santa Claus, etc., which although pretty detracted from the goods themselves. This is not the case with the window of Nation & Shewan. Everything in the display is for sale, with the exception of the few decorations which have been done with an artist's hand.

The display of G. F. Gringer, winner of second prize was considered a splendid salesman, while not so elaborate as some of the others. The third prize display which appeared in W. A. Herron's window was neat and tasty and looked like a splendid seller. The display of D.

(Continued on page 35.)

PRIZE WINNERS IN CLASS I

First Prize—Nation & Shewan, Ltd., Brandon, Man.; dressed by J. F. Nichol.

Second Prize—G. F. Gringer, Eglinton, Ont.; dressed by Mr. Gringer.

Third Prize—W. A. Herron, 57 McKay Ave., Toronto, dressed by F. Stanton.

Two other fine windows which received special mention were those of D. W. Clark, Toronto, dressed by A. Knight, and of Island & Bamford, Toronto, dressed by C. J. Bamford. Poor photographs spoiled the chances of several others.

Judges—H. C. Macdonald, E. P. Burns and H. H. Black, all members of the Canadian Window Trimmers' Association.

A Fine Merchandising Display

Winner of First Prize in Class 2 of the Contest—Criticisms Made of Tissue Paper Decorations —Several Other Fine Windows—Will Be Reproduced Later

IN Class 2 of Canadian Grocer's Christmas Window Contest were some splendid windows from the towns and centres under 10,000 population. As will be seen from the accompanying panel, the first prize winner was C. Percy Ruppel, of Ruppel & Co., Elmira, Ont. The display is reproduced, and was considered by the judge to be a splendid merchandise window, and one that would surely sell the goods in a small town. The only criticism made was that the tissue-paper-covered posts and cross-bars would tend to detract from the actual goods on sale. Apart from this, they found it nicely balanced with a very appetizing array of foodstuffs.

In the displays of Piper & Young, Oshawa, and Geo. Kerr & Co., Lethbridge, Alta., the second and third prize winners, the judges found two more exceedingly good trims. These two windows will be reproduced later on in the year, when they will come in handy as Christmas suggestions for the 1916 Christmas season.

In Class 2, as well as in Class 1, the judges found a tendency to use tissue paper decorations and other fancy "touches," which they did not think helped sell the goods. In fact, their contention was that these things retard the effectiveness of the window by taking the attention away from the actual goods themselves. They believed, of course, that windows containing an effigy of Santa Claus, etc., got people to look at the window all right, but that too many would not take their attention off this feature to the actual goods.

Of course, there may be differences of opinion in this regard, and if so we would appreciate hearing from readers. Canadian Grocer desires to extend congratulations to those who won the prizes and to the others mentioned who sent in particularly fine windows. In this class the chances of a number were spoiled on account of the photographs not being very good. This is a very important part of the competition, because, since it is impossible for the judges to see personally every window, they have to form their conclusions from the way the goods stand out in the photograph. Windows of the runners-up in each contest will also be reproduced later on in the year.

THE CLASS II WINNERS

First Prize—Ruppel & Co., Elmira, Ont.; dressed by C. Percy Ruppel.

Second Prize—Piper & Young, Oshawa, Ont., dressed by G. E. Piper.

Third Prize—Geo. Kerr & Co., Lethbridge, Alta., dressed by T. H. Manning.

Other splendid small town windows mentioned particularly by the Judges came from W. V. Webster, Trenton, Ont.; Clair Barnett, Tweed, Ont., and A. Norrington, Milton, Ont.

Judges—Same as in Class I.

Winning window in Class 2—centres under 10,000 population. This was shown by Ruppel & Co., Elmira, Ont., and trimmed by Percy Ruppel.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.: Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX. **TORONTO, JANUARY 21, 1916** **No. 3**

FIRM MARMALADE MARKET

WHILE the majority of marmalade manufacturers have not yet announced prices on new marmalade, it is anticipated that these will be quite firm with possibly some advances. The reason for this is chiefly due to the high price of sugar and of oranges. There is too, not much possibility of sugar or Seville oranges going very much lower this year in view of the big advances in ocean rates, war insurance and war taxes. Manufacturers, too, claim that last year there was not much money in marmalade in view of the high prices of raw materials. The trade can, therefore, look forward to a firm market in new marmalade, with advances in some cases at least.

In the Old Country, the demand for marmalade has depleted stocks greatly. The War Office, Admiralty and Hospitals are all in the market and buying heavily. A Canadian manufacturer who has recently returned from the Old Country states that fully 75 per cent. of the retail dealers there were sold out over two months before new marmalade was ready, and all firms are weeks and months behind with their orders.

RETAILER CONTROLS OYSTER SALES

RETAILERS who want to sell more oysters should read what T. J. McKey says in a report of his talk before the Toronto Ad-men appearing on another page.

It is against the law to water oysters, as CANADIAN GROCER has frequently pointed out. There are, however, some who continue this old practice, and as this mitigates against the flavor, many people have a prejudice against this wholesome bivalve. Mr. McKey claims that if the *entire* retail trade will sell only solid oysters and no water, the demand will rapidly increase. It is a matter which the retailer has in his own hands, the speaker declaring emphatically that it was most necessary to get the co-operation and interest of the dealer in any advertising campaign that might be attempted.

WHY POTATOES ARE HIGH

THOSE who have been following CANADIAN GROCER market reports on potatoes during the last three or four months will not be surprised at the high price at which potatoes are selling to-day. Quotations in this week's issue, as well as last, show that New Brunswick Delawares have reached the $1.90 per bag mark in Montreal, wholesale, and the $2 per bag mark in Toronto. British Columbia potatoes which have been coming in fairly freely of late are wholesaling at $1.75 to $2 per bag in Toronto.

The only two Provinces which were fortunate in the matter of their potato crop last year were British Columbia and Alberta. Shippers in the former Province are shipping potatoes East in heated cars, but the cold weather in Alberta hinders loading, so that little business is being done just now from there. Ontario potatoes were pretty much of a failure, due to the wet weather and Quebec and New Brunswick had smaller crops for the same reason. At the same time the United States has lifted the embargo on Canadian potatoes and that market is now open to shippers of good, sound potatoes in the East. These things combined have put up the price which may be still higher before it is lower.

Severe cold weather will tend to firm prices still further, but when Alberta experiences milder weather it may give her shippers an opportunity to get into the Eastern market. Her exportable supplies, how-

ever, are not definitely known here and just whether they would have any effect on easing the market is doubtful.

Judging from the present situation in the potato market, we should see more new early potatoes from the South used this spring than usual. When the margin between the two is not very great, people will naturally be inclined to purchase certain quantities of the new.

DAMAGED CURRANTS ON THE "FRIXAS"

READERS of this paper have been hearing a great deal of late in our market pages about a steamer known as the "Frixas." This is a Greek steamer which left the shores of Greece last autumn with a cargo of currants for distribution from New York. The trade took special interest in this vessel, as she had a considerable quantity of currants on board for Canada. She cleared her dock but apparently did not get very far—if she ever left her harbor—before she was recalled by the Grecian Government. Her cargo of currants was unloaded on the wharf and left to the tender mercies of the elements. Later she was permitted to resume her regular voyage. These currants were again placed upon her, as well as others, and she sailed for New York. Our readers know the rest of the story.

The fact, however, that the currants which lay upon the wharf in her home port were more or less damaged by sun, wind and rain, is causing more or less anxiety on the part of the insurance companies and the importers. It appears there is a clause in marine insurance companies' policies which makes them only liable for damage to the cargo while it is subject to marine risk. Should therefore, the marine insurance company be obliged to pay the loss upon currants which were placed on the vessel, and through no fault of theirs returned to port and unloaded and damaged; or should the importers have to stand the loss through no fault of theirs? This is the interesting question now being threshed out on account of damage done to currants on the "Frixas." It would, of course, appear that the Greek Government would have to ensure the cargo against loss when the vessel acted under its orders, but under present circumstances it might be a difficult thing to get the Greek Government to consider the matter. It has perhaps graver problems to solve.

A NEW SERIES

ELSEWHERE in this issue appears the first lesson of a series on pen lettering. The lesson is the thirteenth of a series prepared especially for THE CANADIAN GROCER by R. T. D. Edwards. Commencing with this issue an entirely new phase of show-card writing is dealt with. It is very important that all who are following the series should pay particular attention to the lesson in this issue. The Edwards course has been followed closely by hundreds of grocery clerks and window trimmers in all parts of Canada. All branches of the trade, especially the retail trade, realize to-day more than ever before, the value and importance of good show cards. Their use in window displays, or in connection with interior displays, adds greatly to the attractiveness of the displays, and in addition, has tremendous sales creative power.

The series on pen-lettering, including the lesson in this issue, and a number of others which will follow in succeeding issues, covers one of the most important branches of modern show card writing. It is not absolutely necessary that the beginner should know anything about brush lettering, which was treated in previous lessons, but a student who has mastered brush lettering, will have less trouble in mastering the details in connection with pen-letterin.

WANTED—MEN WHO THINK

THE following little quotation has reached the desk of the writer.

"The man who fears to take his stand alone,
but follows where the greatest number tread,
"Should hasten to his rest beneath a stone—
the great majority of men are dead."

Important things are often done up in small packages and here is one. The world is too full of the class of men who are inclined to follow the crowd. There are too few of those ready and willing to do their own thinking. Tell a man that others are doing a certain thing a certain way and he will nine times out of ten decide on the same course without a moment's thought.

Business methods have, of course, changed greatly in the past, and if we could tabulate those changes as they occurred and determine their exact cause, we would find that they are due to men who thought.

LOWER WORKMEN'S COMPENSATION RATES

THERE is a well-founded report to the effect that a reduction is in sight in rates paid into the Ontario Workmen's Compensation Fund. It happens that the rates struck a year ago when the commission was established to administer the workings of the fund, have been found to be more than sufficient to cover expenses and monies paid out to deserving cases. A reduction in rates will be the result.

This information will not be of much interest to the retail grocery trade, as it does not come under the scope of the act, but manufacturers who pay into the fund will be favorably affected. The new rates should be struck about Feb. 1, and, it is understood, the reduction will be a fairly substantial one.

Cardwriting Made Easy

by R.T.D. Edwards

THIRTEENTH OF A SERIES

ROUND WRITING PEN-LETTERING

THIS being the first lesson of this series in pen-lettering, it is advisable, for all who are following the course or who wish to begin it, to get busy immediately as this is an entirely new phase of the work. It is one of the most important branches of modern cardwriting. It is not necessary to know anything about brush work in order to learn pen lettering but the person who has gone through the brush-stroke Roman lettering should learn the pen work more quickly than one who has not. This is because the manipulation of the pen and the chisel-pointed brush for this class of letter, is similar and the letter formation is imbedded in the writer's mind. However, be you beginner or one who has been practising these lessons since their commencement, let us demonstrate how quickly you can master this form of work.

The pen lettering can be used on cards in any class of store—grocery, hardware, dry goods or stationery—all can use small price tickets or neatly lettered show cards and it is this class of work for which the pen is mostly used.

The round writing pens were first invented and made for the system of round writing, but their use for show cards purposes did not come into effect generally until a few years ago. Now they are being used so extensively that it is absolutely impossible for a cardwriter to come to a high state of efficiency without their use. The fact is that these pens have been a boon to the cardwriter. By their use we have a better formed and neater letter made in much less time than can be executed with the brush. This sums up in a few words their main points.

Pens in Various Sizes

These pens are to be had in eleven different sizes—one to six including half sizes—but the ones mostly used for cardwriting are one, one and a half, two, two and a half and three. Unless you are called upon to make some exceedingly small cards such as are frequently used in jewelry stores it is not necessary to get the smaller sizes. These pens are all blunt pointed, No. 1 being the broadest and No. 6 the narrowest. They are made from very thin steel and are tempered ready for use. Do not, as has been recommended by some cardwriters, burn with a match. This often weakens them, the points spread which renders the nib useless. It is absolutely necessary to use an ink retainer on these pens; if not the ink will feed down all at once and cause a blot. The ink retainer is a small brass arrangement which slips over the pen. These can be gotten from the same place where the pens are sold.

The ink for pen work is entirely different from that used for brush work. Use a heavy black carbon ink, not necessarily waterproof. You might think this expensive but a small bottle if kept corked while not in use will make a good many hundred cards.

Seasonable Card for a marmalade orange display.

The Chart Described

The principle of the manipulation of the pen is very similar to that of the chisel-pointed brush; the difference being that the brush is flexible while the pen is rigid. The heavy strokes are made with the broad side of the pen and the thin strokes are made with the narrow side. Take for instance, the making of the first letter "A." By turning the pen sideways with the handle pointing toward the right, starting at the top and drawing the pen downwards, you make the narrow line. To make stroke two you keep the pen in almost the same position but draw it down with its full width. Stroke three is made with the narrow side of the pen. The second "A" shows the curved cross bar. This is made by holding the pen rigid in the hand and drawing a wavy line. (See practice exercises).

The "B" is composed of three strokes. The pen must be held at the same angle for all three. No. 1 is drawn

down with the full width of the pen. Keep the pen at the same position and start at the top of stroke one to make the loop (stroke two). If the pen is held tightly and not allowed to roll you will have no trouble in making the wide and narrow parts of either strokes two or three. Note that the end of stroke two meets stroke one nearer the top than the bottom.

The "C" is made entirely of two strokes. These must be practised to be made quickly in order to get them free and easy.

The "D" is another two stroke letter. It is made similar to the "B" with the exception that it has one large loop instead of the two smaller ones. The pen must be held as shown in Fig. I. This position holds good in practically all curved line strokes in this lesson.

"E" is a four-stroke letter. Stroke one is made with the full width of the pen while two and four are made with the narrow side. The centre stroke three is made by making a small narrow line and to get the spur, draw the pen downwards and turn handle to the left. This takes much practice and should be made many times. Stroke three on the second "E" is made similar to that of stroke three of the second "A."

The "F" is the same formation as the first "E" without stroke four.

The "G" is made up entirely of three strokes. Make sure to get the finish of stroke one curved upwards from the lower guide line. The "H" is a three stroke letter. Strokes one and two must be made equal distance apart and must also be kept at right angles with the guide lines. Care must be also taken to get the "I" at right angles with the guide lines. The straight part of stroke one of "J" does not touch the lower guide line but curves to the left to meet stroke two. The letter rests on the lower guide line where the two strokes join.

"K" is formed with three distinct strokes. Stroke two joins stroke one above the centre. Stroke three projects further to the right than does No. 2. Note the angle at which stroke three joins stroke two.

The "L" is composed of one thick and one thin stroke.

The "M" is one of the most difficult letters to make with the pen; stroke one being a narrow one must be made with the narrow side of the pen therefore in order to get this the pen handle must be pointing directly to the right and parallel with the guide lines. Stroke two is made with the broad side of the pen. The finish of this stroke is the

Round Writing Pen
One Stroke Alphabet & Numerals

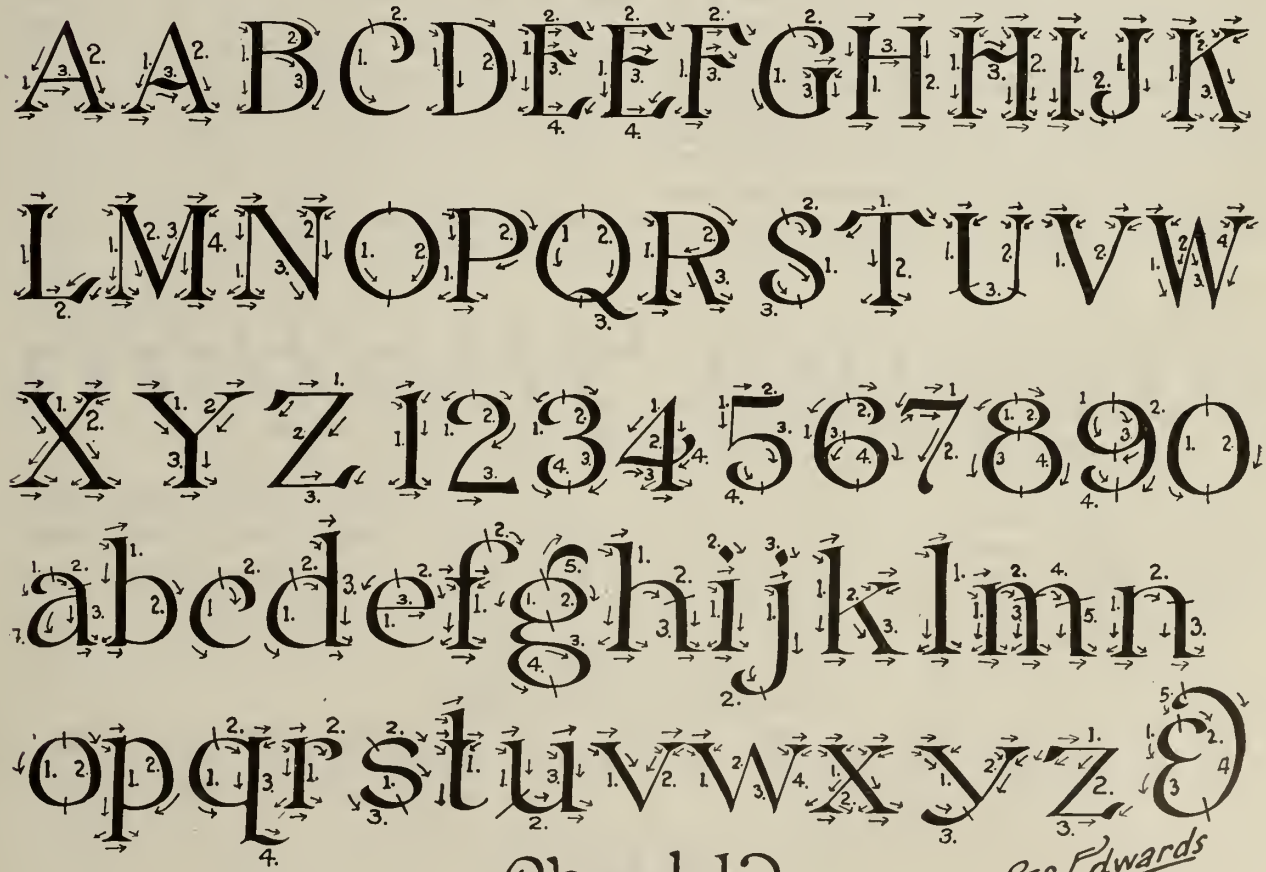


Chart 12

R.T.D. Edwards

most difficult part. This is accomplished by turning the handle of the pen more to the right so as to get the side of the nib to touch the lower guide line and not overlap when stroke three is to finish. The latter is made with the side and stroke four with the full width of the pen. Strokes two and three should touch the lower guide line midway between the strokes one and four.

"N" is another letter that needs much practice. Make the two outside strokes first, then join them up with stroke three. The end of the latter stroke must be manipulated the same as the end of stroke two of "M."

The "O" is composed of two strokes. Hold the pen tightly for this letter and join the strokes at the top and bottom.

The "P" is a repetition of the "B" without the lower stroke and except that stroke two joins stroke one in the centre instead of nearer the top.

The "Q" is the same as the letter "O" with stroke three added. This latter is made with one sweep of the pen. Much practice is required to make this successfully.

The "R" is the same as the "P" with stroke three added. Note where stroke three joins stroke two.

The "S" is a three stroke letter. The top part of this letter is smaller than the bottom. This letter needs much practice before it can be formed well enough for use on the show card.

The main thing to watch about the "T" is to see that stroke two meets stroke one squarely in the centre.

Practise this letter often. Stroke one and two must not come to the lower guide line but stop about one-eighth of an inch above it so as to allow stroke three room enough to curve upwards and still rest upon the lower guide line.

Stroke one of the "V" is similar to stroke two of the letter "M." In fact strokes two and three of "M" form a "V." Pay attention to the join.

The "W" like the "M" is very difficult to master. Pay attention to the joining up of these strokes. The centre point at the top must come midway between strokes one and four.

The two strokes of the "X" should cross slightly above half way between the guide lines. This means that the lower part of the letter is a little larger than the upper section.

The "Z" requires special attention. It is not used as often as other letters and for that reason needs much practice. It is just as necessary to form it correctly as any other letter, when it is required.

Appropriate for display of foods for the cold season. How made is described in this lesson.

Making the Numerals

It is absolutely necessary to spend many hours in the practice of pen stroke numerals. A cardwriter is using these figures continually in his daily work, so if you wish to make a success of the work these must be accomplished.

The "1" is quite simple just one straight broad stroke with the spurs to finish it. The "2" is formed with three strokes. The second stroke needs much practice as the lower part is accomplished by turning the handle of the pen to the right. Stroke three is made with the pen in the same position. The "3" is made with four complete strokes. The bottom part of the figure is slightly larger than the top. Practice it often.

The "4" also needs to be practised many times. Pay special attention to the joining of strokes one and two.

The "5" is the most frequently made figure and must be formed properly at all times. The joining of strokes one and two needs much practice.

The "6" is made with four strokes of the pen. The

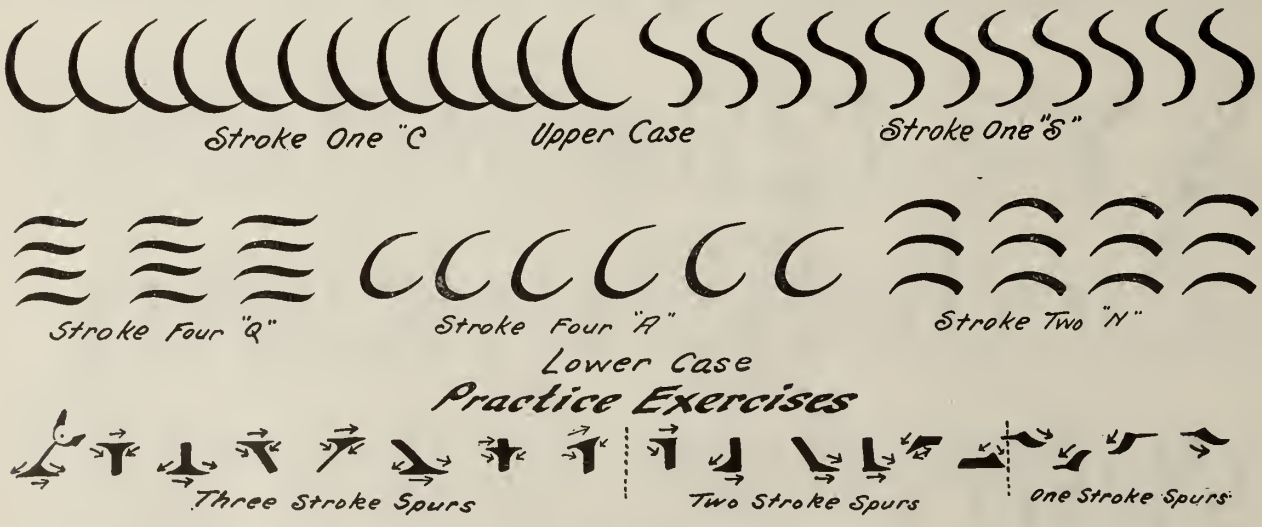


Fig. 2

Stroke two of "7" is found by many to be quite difficult. This is made with the thin side of the pen, making use of the broad side at the end of the stroke. Much practice is needed.

The "8" is a letter that cannot be learned quickly. It is made entirely of four strokes. The lower section of the letter is much larger than the upper.

The "9" is just the same as the "6" only reversed.

The "0" is of two stroke formation.

The Lower Case Letters

The lower case pen lettering is used much oftener than the upper, therefore special attention must be paid to its formation, but when it is accomplished it can be made with much greater speed than the upper case.

As stroke four of "a" is a long one it needs lots of practice as does stroke two of the letter "b." The "c" is of two strokes and the same formation as the upper case letter. The "d" is made with three strokes. It requires special attention.

The "e" is a three stroke letter. Care must be taken to make stroke three parallel with the guide lines.

Strokes one and two of "f" must be joined up in such a manner to give the top of the letter a graceful appearance.

The "g" is the all curve letter, but is not as hard to form as it may at first seem. Both loops are about the same size. Stroke five is often varied as suits the writer's fancy.

The "h" is a three stroke letter. Note that stroke three starts about one-eighth of an inch below the upper guide lines so as to join up with stroke two.

You will have no difficulty with the "I" providing you keep it at right angles with the guide lines.

If stroke one and two are joined up properly the tail of the "j" will appear graceful. Practise this letter many times.

The "k" is similar formation to the upper case letter with the exception that stroke one is higher. You should have no difficulty with the "l".

The "m's" main down strokes should be equal distance apart. Practise strokes two and four of "m" and two of "n" often.

The "o" is the same as in the upper case alphabet.

Stroke two of "p" needs to be made many times before the beginner can get it graceful.

Stroke four of "q" is a similar one to stroke three of the second upper case "A."

The "r" is a simple letter to form. Pay special attention to stroke two. It must be made so as not to appear top heavy.

"s" is a duplicate of the upper case. The main part of the "t" is one complete stroke. The bottom part should be curved before touching the guide line.

Strokes one and two of "u" combined are similar to the lower part of the "t" only that stroke two extends further than does the t's tail.

The "v," "w," "x" and "z" are all duplicates of the upper case. Don't neglect to practise them. The loop of the bottom must not come above half way between the guide lines. Stroke two must not project beyond stroke four.

lower case "y" is made up of three separate strokes. Strokes one and two join up about an eighth of an inch above the lower guide line and stroke three extends below the guide line.

This figure "&" is only one formation of dozens which are equally as good as this one that can be made with the single stroke round writing pen.

Study Spurs Collectively

You will have noticed that I scarcely mentioned anything about the spurs on the letters and figures. These were left out for a purpose because I want them studied collectively. The lower section of Fig. 2 shows all kinds of spurs on plate 12 divided into three classes, one, two and three stroke formation. Each spur represents one or more spurs used on figures or letters and should be prac-

You will have noticed that I scarcely mentioned anywith sharp points. Don't try to make them with the pen ladened with ink for you cannot. Best results are obtainable when the ink is low in the pen. The manipulation of the corners of the pen nib has a great bearing on this part of the work. However, practice is the best teacher. It is up to you. Watch the little arrows and make the strokes in the direction they are pointing.

In Fig. 2 we have an illustration of how to go about practice work of the chart. Each and every stroke should be made after this manner time after time until they can be made easily and without reference to the chart. I would advise you all to put forth your best efforts because the next lesson is a continuation of this work and has a direct bearing on this lesson.

The cards accompanying this lesson illustrate the use of the round writing pens on made up show cards. These are quite simple in layout and design but go carefully with the lettering.

MAIL ORDER HOUSES BUSY

REPORTS received by CANADIAN GROCER indicate that the mail order departments of catalogue houses are securing a large volume of trade from Canadian farmers, who are now spending the proceeds of the wonderful 1915 harvest.

What is the retail dealer doing about this? Why should so much money be sent from outside communities, impoverishing them greatly, to be localized in the big centres? While the retailer of course is not to be blamed for all of this, he certainly could prevent a great deal of this business going to the mail order houses.

What appears to be needed is more co-operation between merchants and farmers, so that the latter's wants will be better understood. One retailer can do nothing. If everyone of the thousands of retailers in the country, started out with the endeavor to study his customers carefully, to determine their wants, their likes and dislikes, and succeeded in keeping $500 or $1,000 each year of this money that goes to the mail order houses, in their home town, the mail order houses would very soon be feeling the pinch.

A LIVE WIRE is a man always looking ahead, and doing things that count. Of course, it is needless to say that someone has to do the routine work; of course they have, but the idea is for you to study out an easier and better way for that routine work to be done, and put that idea into practice, and ere long you will rise from the mediocre class, and attain things worth while.

To Meet in Regina

Second Week in May Will See Large Number of Merchants From All Over Saskatchewan at Annual Convention of R.M.A.—Some of the Problems for Discussion.

One of the principal matters to be discussed at the annual convention of Saskatchewan Retail Merchants Association to be held in Regina in May, will be the forming of a trust company, composed of or allied with the accociation, to be at the service of the members of the provincial association of retail merchants. This announcement was made by President Maybee at a banquet, in Regina recently at which the members of the provincial executive were guests of honor.

The provincial executive of the Saskachewan Retailers' Association met in the Board of Trade offices on that day, and conferred with members of the government at the Parliament Buildings in regard to legislative matters which they desire passed upon at the next sitting of the Legislature. The deputation was received by Premier Scott, Hon. Mr. Calder, Hon. Mr. Turgeon, and Hon. Mr. Bell.

A banquet was given by local retailers at which the members of the provincial executive were the principal speakers. About forty Regina retailers were present, representing every branch of trade. J. J. Polson was toastmaster. J. L. S. Hutchinson, Saskatoon, provincial treasurer, was the first speaker, and dealt chiefly with the insurance scheme. He pointed out that although the Retail Merchants' Mutual Insurance Company of Saskatchewan had only commenced to write insurance since Nov. 1st, there was $131,000 insurance in force at present. For the first year, not more than $1,000 could be taken out by merchants in the country, and not more than $2,000 by city merchants.

W. W. Cooper, of Swift Current, first vice-president, explained in a general way the work of the organization, and spoke of the great benefit to each merchant of provincial organizations such as existed in Saskatchewan.

President George A. Maybee, of Moose Jaw, spoke of the Food and Supply Bill which the merchants were endeavoring to have passed, allowing farmers to advance from their crops in the fall for the necessities of life which the merchants had advanced them.

F. E. Raymond, secretary, gave a short address on the general activities of the association and referred to the work being done by the freight claims department, which was now in splendid working order in that province.

H. D. MacPherson, second vice-president, referred to the annual convention which would be held in Regina the second week in May, when over 600 merchants from all over the province would be present. The Convention will last three days.

What Hinders Oyster Sales?

Oyster Man Tells Ad-men That Retailer Holds the Key — Oysters Without Water Should be Sold —What Law Says.

Staff Correspondence

T. J. McKEY, Canadian manager of the Connecticut Oyster Co., spoke before the Toronto Advertising Club, at their Tuesday luncheon this week, on oyster publicity. Mr. McKey recited what various concerns had already done in the matter of advertising oysters to consumer and retailer, and incidentally gave some very interesting information on the cultivation of the oyster, its habits and customs and on things which mitigate against a greater consumption of this wholesome article of diet.

His theme in regard to the latter point was chiefly that the interest and co-operation of the dealer must be secured to make an advertising campaign on oysters a success. The retailer was the man who had the situation within his grasp. It was chiefly due to better methods on the part of many retailers that progress has been made in the marketing of the oyster and to lackadaisical methods on part of others that consumption was not even greater.

The fact that some retailers did not realize the absolute necessity of selling solid goods was one of the things that retarded sales. "The consumer," Mr. McKey pointed out, "will usually detect something wrong with oysters when they have been watered and the chances are the consumer will not be in the market for more for a good long time, if ever."

According to prices of oysters to-day he maintained that no retailer should sell in the territory around Toronto less than 35c a pint, or at the least 30c a pint. Anything sold under that price meant either a loss to the dealer, or that the oysters had been watered. This is of course against the law and retailers should see that the offence is not committed.

"Oysters are cheaper to-day," the speaker declared, "than they were ten years ago. At that time they were chiefly a "water" proposition, but the water has since been run out. Water with a few oysters were formerly sold whereas to-day its all oyster. The percentage of solids in the old days ranged from 3 to 4 per cent., whereas to-day they are from 16 to 22 per cent.—and this after all possible moisture had been extracted. Oyster concerns are getting less at the beds per bushel to-day, than they were ten years ago.

"While oysters are not a necessity, they are not by any means a luxury nor beyond the means of the average family, A half pint of oysters at 20 cents and a pint of milk at 5 cents will make an oyster stew for an average family."

In reply to a question as to whether oysters drank up the water poured in on them or not, Mr. McKey stated that they did not really drink it up, but that oysters take naturally to water and soak it up. It was remarkable too the way the oyster soaked up the water, but it was just this fact that led the consumer to have a prejudice against the oyster They used to think it was all water and many of them have not got over it yet. It was up to the dealer, claimed the speaker to remove this prejudice and sell solid oysters.

Mr. McKey's statement that you have got to get the dealer in a national advertising campaign shows the importance of the retailer in the matter of distribution. It presents some valuable suggestions which should be given the attention of every retailer as it demonstrates how important he is in the success or otherwise of an effort to increase consumption of any foodstuff article.

The following officers of the Montreal Board of Trade have been elected by acclamation:

President, H. B. Walker; 1st vice-president, Zeph Hebert; 2nd vice-president, Anson McKim; treasurer, P. D. Gordon.

Council—Geo. J. Crowdy, W. A. Black, W. A. Coates, W. G. M. Shepherd, George Sumner, J. F. N. Dougall, A. H. Dalrymple, E. Goff Penny, A. F. C. Ross, T. W. Bole, A. R. Doble and George Ly-

Board of Arbitration—C. B. Esdaile, W. W. Crowdy, W. W. Craig, James Carruthers, J. R. Binning, Joseph Quintal, George F. Benson, Alfred J. Bryce, Norman White, W. H. D. Miller, E. S. Jaques, A. George Burton and R. J. Dale.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

D. N. Henderson, grocer, Stellarton, N.S., died recently.

The partnership of Levine & Co., grocer and provision dealer, St. John, N.B., has been registered.

H. Laporte, President of Laporte, Martin, Limiteé, wholesale grocers, Montreal, and a member of the war purchasing commission at Ottawa has just returned from ten days rest at Atlantic City. Since the appointment of the commission last summer, Mr. Laporte has taken no holiday until the one mentioned. He has spent four or five days a week in the capital on the Nation's business. He is optimistic on the future of Canada after the war and emphasizes the necessity of the whole nation working in unison and preparing to take full advantage of the opportunities that will be ours.

Ontario

The Ontario Fruit Growers' Association held its annual convention at the Hotel Carls-Rite, Toronto, on January 19th, 20th and 21st.

George Barron, retail grocer, and Hugh Blain, wholesale grocer, were elected to the council of the Board of Trade, Toronto, for 1916.

A. B. McLean & Sons, wholesale grocers, have become established in Welland, Ont. Mr. McLean was in the retail business in Marshville for 32 years.

Archdale Wilson, of the Wilson Fly Pad Co., Hamilton, Ont., is in California on a pleasure trip and incidentally is attending a big golf tournament near Los Angeles. He will return in March.

Thos. W. Learie, who has for some time been secretary of the Canadian Credit Men's Association, Toronto, is severing his connection with that association to accept the secretaryship of W. R. Johnston & Company. A. S. Crighton, who has been assistant manager for the past two years, will succeed Mr. Learie.

James Burns, a grocer in Brantford, Ont., for many years, has passed away. He was fifty-three years of age and had had not been in the best of health for a year or so, but had been in comparatively good health until a few days ago, when he was taken ill with pneumonia Mr. Burns was a member of the Brantford Retail Grocers' Association for several years and was also an ex-alderman of that city.

J. J. Dorsey, J. I. Bloom, and C. V. Langs, who controlled the Egg-O-Baking Powder Co., Hamilton, Ont., have disposed of their interests to E. G. Willard. The new company will, it is understood, be placed on a profit-sharing basis for retailers according to their purchases—that is they are to receive a percentage of stock based on purchases. The company is capitalized at $500,000, of which amount $200,000 have been subscribed.

M. S. Sutherland, wholesale grocer in Kingston, Ont., for many years, is dead. Mr. Sutherland started his business life at Stratford, Ont., where he spent some little time, going to Boston in the early sixties, where he remained for two or three years. Owing to ill-health he returned to Kingston, where he entered the employment of Macnee and Waddell, where he remained a few years, afterwards entering the firm of Thomas Hendry & Company. On the death of Mr. Hendry, he carried on the business with his brother-in-law, the late George S. Fenwick, and upon the latter's death, he carried on the business, of Fenwick, Hendry & Co., under the old firm's name in which his son ex-Mayor R. D. Sutherland is associated.

Western Canada

E. H. Smith, has taken over the Sargeant Grocery, at 672 Sargeant avenue, Winnipeg.

John Fraser Company, general merchants, Quesnel, B.C., sustained a fire loss recently.

The Robt. Simpson Western, Ltd., department store, Saskatoon, Sask., has been granted a Dominion charter.

F. E. Farnham, of the Victor Chemical Works, Chicago, makers of baking powders, etc., was in Winnipeg last week.

J. L. Bathgate, of Scott-Bathgate Co., Ltd., commission agents, Winnipeg, has returned from a business trip East.

James Wood, president in the head office of Campbell Bros. & Wilson, Winnipeg, is leaving shortly to go into fruit farming in British Columbia.

J. C. Adamson, for the past few years employed as traveling salesman for the Camrose Grocery Co., Camrose, Alta., was married in Ontario recently.

Dudley Dingle, of Dingle & Stewart, 263 Stanley street, Winnipeg, has been East on a visit to the plant of Stuart, Ltd., jam manufacturers, Sarnia, Ont.

A. Macdonald, president of Macdonald-Chapman Ltd., Winnipeg, has returned from Rochester, Minn., where he had been visiting his brother, Duncan Macdonald, who is seriously ill.

P. H. Woodbury has resigned his position of manager of the fruit department of the Camrose Grocery Co., Camrose, Ont., to accept the managership of the Acme Fruit Co., at Calgary.

W. H. Dingle, traveler in Dauphin district for Dingle & Stewart, Winnipeg, was married recently, and spent his honeymoon in the south. He will now take up residence at Dauphin, Man.

W. H. Andrews, Calgary, Alta., secretary of the Retail Merchants' Association, states that there has approximately been $12,000,000 sent out by the farmers of Alberta to mail order houses during the past year.

W. H. Hamblin, of Hamblin & Brereton, manufacturers' agents, 149 Notre Dame E., Winnipeg, has gone to England on a business trip, and is expected back during February.

B. Shore has purchased the general merchandise stock and building of the Henry Hayman estate, Leduc, Alta., and will continue the business as a branch of the Farmers Trading Store under the name of "The Economy Store."

Walter G. Leaney, late of Quaker Oats Co., and Arthur J. Kent, formerly with A. Sambrook, now of Winnipeg, have been appointed to the traveling staff of M. Watson & Truesdale, manufacturers' agents, Winnipeg.

Among the grocers who visited Winnipeg last week on business were the following:—Robb Nicols, of Weldyn, Sask.; S. M. Sigurdson, Abrog, Man.; Mr. Challoner, of the Cameron Department Stores, Gilbert Plains, Man.; A. Nitigman, Winkler, Man.; J. Peterson, of the Lemberg Supply Store, Lemberg, Sask., and L. M. Margolius, Humboldt, Sask.

The Retail Merchants' Association of Victoria, B.C., are urging the city to introduce a new by-law requiring the closing of all retail establishments at 6 p.m. excepting Saturday. The by-law in force now permits small stores in the outskirts to remain open after that hour, and it is claimed that this privilege is being abused. Mr. Keves proprietor of a store near Oaklands, stated that it would not prove a hardship to the small stores after the customers had become accustomed to the rule.

Tapioca and Currants Higher

Freights a Big Difficulty—Teas Advance Another Cent at London Auction—Shortage of Canned Vegetables—Canned Salmon in Packers' Hands Pretty Well Cleaned Up.

Office of Publication, Toronto, Jan. 20th, 1916.

THE potato market was firm last week, but it is higher again this week. There has been a 10c advance in N.B. Delawares, which, up to last week, had advanced 25c or more from the week before that. British Columbia potatoes are also much firmer. Moreover, if it had not been for the B.C. potatoes, which certainly relieved the tightness occasioned by the dearth of Ontarios and Delawares, prices would have been considerably higher before this. However, the Western crop came along and helped the consumer to some extent. Nevertheless, it could not keep down the rising market and the big demand, coupled with the fact of the cold weather, is, of course, an obstacle to shipping. CANADIAN GROCER pointed out way back in November that we should probably see $2 potatoes within the next couple of months. We mention this to show that now and then we are among the prophets!

This week reports from the London market show there has been an advance of 1c in tea. This is the fifth or sixth week in which an advance of either 1c or 2c has followed and tea men in Canada are talking as if they expect higher prices yet during 1916 than in 1915. This looks at first pretty nearly impossible, but we are rapidly getting now to the high spot touched last year and there seems to be less cause for hope. It is said—although there can be no absolute information—that the crop in India this year is something like 50,000,000 lbs. ahead of last year. Exports so far have totaled 15,000,000 lbs. ahead of last year; what has become therefore of the other 35,000,000 lbs. The only answer is that there are not freights enough to bring it over. It is probably lying around Calcutta still. This freight question which is hitting many lines is certainly playing havoc with the tea market. Not only does dearth of freight mean that it will be difficult to get teas out from the East, but it also means that whatever teas do get out are considerably longer in the getting. Whereas it took three weeks before the war to get to London, it now takes six or seven. Transhipment from London to Canada is just as bad. Whereas it took five or six before the war, it is taking eight, nine or ten weeks. Moreover, Russia is a very heavy buyer of tea at present and there is coupled with this fact that Great Britain had a stupendous consumption of tea last year—reports of which do not include tea sent to the trenches—due no doubt to partial prohibition of liquor.

We recorded in our summary last week, that new-laid eggs were on the decline. The excessively cold snap, however, which developed towards the end of last week and beginning of this week has revolutionized the market again and there is a firmness which was certainly absent on the occasion of our last writing. While new-laids are not higher in price than quoted last week, they are considerably firmer and far fewer are coming.

The tremendous amount of labor devoted to munitions has been a big thing for this country, but it has affected a number of lines which are not directly interested. For instance, sal soda was costing the wholesaler about three or four months ago 50% of what it is costing him now. This is a very large increase. It is reported that molasses is also being used for munition purposes and that the heavy increases we have recorded from time to time in this line are partially the result of this purpose. Apparently there are more ways of killing a cat than by poisoning him and one might mention molasses for instance!

Markets in Brief

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Manitoba up 20c.
- Advance in rolled oats.
- Ontario oats higher.
- Cornmeal very firm.

PRODUCE AND PROVISIONS—
- Newlaids stiffen again.
- Creamery butter advances.
- No change in cheese.
- Pork products firm.
- Fowl two cents higher.

FISH AND OYSTERS—
- Winter caught whitefish here.
- Scottish kippers coming.
- Halibut may be scarce.
- Oysters selling well.
- Fresh salmon supplies stopping.

FRUIT AND VEGETABLES—
- Potatoes up again.
- Navels get cheaper.
- Florida grapefruit short.
- Onions a trifle easier.
- Apples selling well.
- Cauliflower slightly lower.

GENERAL GROCERIES—
- Teas up in London.
- Currant prices advance.
- Shelled walnuts higher.
- Tapioca firm and higher.
- Sal soda greatly advances.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- No changes in any quotations.
- Rolled oats may go higher.
- Cornmeal remains at $2.35.
- Domestic flour demand poor.

FISH AND POULTRY—
- Poultry quotations still high.
- Fish demand only fair.
- Sales for oysters normal.

PRODUCE AND PROVISIONS—
- Higher prices on certain meats.
- Pure lard advances to 14c.
- Butter market still very firm.
- Hog market takes a jump.
- Cold keeps egg market up.

FRUITS AND VEGETABLES—
- Florida strawberries 75c quart.
- Navel oranges down to $3.25 case.
- Advance in Washington pears.
- Red globe onions 3c per lb.

GENERAL GROCERIES—
- Eddy's matches advance.
- New prices on canned meats.
- Epsom salts now 7c per lb.
- Glycerine up to $1.50 doz.
- Castor oil quotations higher.
- Campbell's tomato soup up.
- All dried fruits held firm.
- Rios and Santos ¾c higher.
- Higher prices on spices.

QUEBEC MARKETS

Montreal, Jan. 20.—Trade in general is good, and markets as a rule are firm. In nearly all lines business is much better than year ago, and in some cases better than two years ago.

The outstanding feature of the week is the great freight congestion that extends from the ports of Halifax and St. John to the extreme West. Embargoes have been placed on the ports of New York, Boston, and Philadelphia. Shipping then reverted to St. John, N.B. An embargo was placed on that. It is now

in a fearfully congested condition, and its normal freight has been diverted to Halifax, which port is fast reaching the same condition. The difficulty is primarily one of a shortage of bottoms. The effect is to cause a real scarcity in many commodities and give spot lots an artificial and higher value.

The uncertainty of opinion about prospective tariff changes has clarified, and general opinion is that the Government will hardly propose any radical tariff change pending consultation with the Imperial Government regarding the general policy of the Empire and its Allies for offsetting any economic war that may be waged by Germany.

What threatened to be a run on coffee stocks has been firmly handled, and fears in some quarters of an advance allayed.

Castor oil has advanced 5½c lb., and is now at 32½c per lb. The ante bellum price was 11c. Bottled oil has been advanced proportionately.

Bordeaux shelled walnuts show one of the few declines of the week. They are now being offered at from 37c to 39c, a drop of 2c lb. Soda bicarbonate has advanced 15c, and now sells at $2.40 per 112-lb. keg. Sal soda has advanced from 90c to $1.25 per cwt., and packages in proportion.

SUGAR.—Sugar market is still firm, contrary to the general decline that wholesalers looked for as direct result of the entrance of Cuban crop on market. But owing to lack of shipping facilities, this crop is not being moved freely, nor are the indications good for any movement of any large part of it in near future. Wholesalers refrained from buying last fall in anticipation of a decline. Some are now faced with empty warehouses, which they must stock up on a firm market. This will further mitigate against any weakening of prices. Cuban raw sugar that was at 2¾c is now at 3½c and 3⅝c. The New York refiners dropped their product from $6 to $5.75 only for the purpose of meeting American beet sugar competition, and indications point to a resumption of the old price.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

MOLASSES AND SYRUPS.—First of new crop of molasses arrived in Montreal this week and caused a decline in prices in some quarters. But the market is still firm. This commodity has been very scarce, and what shipments arrive are immediately gobbled up to relieve pressure of the moment. Future prices depend much on shipping facilities. These are, and promise to remain, inadequate. Barbadoes molasses, fancy and choice, is being offered at 3c less than our list prices in some quarters, but these prices are not general.

	Price for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 58	0 48
Barrels	0 61	0 51
Half barrels	0 63	0 53

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83⅓ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60

COFFEE.—Prices remain same. The expectations in some quarters of an advance in coffee lines have not been realized. There has been a tendency on part of wholesalers to stock up. Importers have gone to length in some cases of guaranteeing price rather than have customers load up with stocks that would go stale on their hands. Owing to scarcity of vessels in the coast trade market remains very firm.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 28
Mexican	0 25
Maricaibo	0 22
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicory	0 14

SPICES.—In sympathy with the submarine warfare, and the consequent interruption to shipping in the East and near East, spices have grown very firm, but unchanged in actual price to retailer. There has been a slight advance in some lines in New York, but this has not extended to local market as yet.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00 2 50
Carraway—	
Canadian	0 13
Dutch	0 20 0 22
Cinnamon, China, lb.	0 14½ 0 18
Mustard seed, bulk	0 19 0 23
Celery seed, bulk	0 36 0 46
Cayenne chillies	0 35
Shredded cocoanut, in pails	0 18½ 0 22
Pimento, whole	12-15

TEA.—Prices on Japan and Ceylons are firm, quiet and unchanged. The curtailed shipping facilities have added to the problem of the month—long trip via the Cape for Ceylons and Indies, as well as a general disturbance of all Eastern traffic. The speculative element that was present in such a marked degree a year ago is almost entirely absent. Spot stocks are light. A real shortage exists. This fact counterbalances any tendency to decline from excess of stocks piling up in primary markets. It is a notable fact that even with a large part of European demand cut off prices have been firm in those markets. One importer estimates that other things remaining as they are, the increased cost of new route will add a penny a pound to tea in next month.

DRIED VEGETABLES.—Demand for beans is light and uncertain. The whole dependence continues to be on the American crop on account of the poor quality of Canadian this year.

Split peas are up 50c on the 98-lb. bag, and are being offered at $6. They are firm at this price, and rather scarce in spite of light demand.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 06	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

NUTS.—Market in nuts is firm, apart from a 2c decline in Bordeaux shelled walnuts and a decline of 1c in peanuts. Manufacturers and confectioners are extremely busy, and in most cases have had to continue operations instead of absorbing the annual two weeks' clean up of early January.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 41	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 30
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

DRIED FRUITS.—Almost the entire line is showing firmer tone, although prices remain same. The new year has brought with it a better demand than anticipated. Stocks on coast are lighter than expected owing to heavy demands by Europe, which still continue. This has made market very firm there. With a rising tendency, this may be expected to continue.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal., fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11½
50 to 60, in 25-lb. boxes, faced	....	0 10½

60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICE AND TAPIOCA.—Rice market is a little firmer, independent of the transportation conditions, which have shown no improvement. The situation in rice is ambiguous. The market is strong and demand steady, but is liable to many contending influences.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05¾
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07¼
Seed, lb.	0 07	0 07¼

ONTARIO MARKETS

Toronto, January 20th.—One wholesaler made us feel a whole heap better by the cheery way he talked of business for this year. December and November, just passed, were about fifteen per cent. ahead of the same months in 1913, and a still larger percentage in front of those months in 1914. He takes that as a good omen. He figures that that is a pretty good indication of the way in which general business has picked up, "for the grocery business," says he, "besides being one of necessaries is also one of luxuries."

He is figuring 1916 as a year of higher prices. He bases his contention largely on freight troubles, which, he points out, are likely to become no better. Freight troubles are certainly playing havoc with the flour market, the spice markets, tea, rice, and half a hundred other things. And what boats there are running now are liable to be snapped up by the various Governments of the world at any moment. In these circumstances alone—even if crops are superlatively large—this wholesaler figures prices cannot reasonably be easier, and he figures them as tighter, in order that he may plan to expect the worst; then, if the best comes, he is all that much to the good. Nevertheless, despite these higher prices which he sees on every hand, he believes he will do a bigger business. "The public is in a buying mood, a conservative, sane buying mood. They are not spending lots of money; but they are spending a good deal, wisely, thoughtfully and discriminatingly. I think they will continue so to do. There is less unemployment now than for months, and the continuous call for men means work for those who are unable to go. Besides an economy on a grand plan which lasted for nearly a year is going to be a reason why the pendulum should swing the other way, if there is anything to help it."

That munitions are making all sorts of queer moves in markets of other commodities than iron and steel and acids is to be found in the fact that sal soda is now costing the wholesaler about 50 to 60c more than three or four months ago. This line is used for munition purposes and that is reason for sudden advance.

It is said, too, that molasses is also being used for munition purposes. Personally, we admit frankly we didn't know it before. Is the idea that the hands of the unspeakable Hun shall be sticky when he seeks to pull his trigger.

SUGAR.—The week's events show little new in sugar. New York is a little firmer for the moment. Millet and Gray, however, who are in a good advisory position say:—

"With increasing numbers of centrals working on the Cuba and Porto Rico crops, the tone and tendency is naturally toward some reduction in prices, but thus far other circumstances have intervened to keep the price comparatively steady, such as the quantity of Cuban sugar already sold for Europe and awaiting shipment, and also the difficulty which still exists in the securing of tonnage for the United States, at very high rates. In this connection one Cuban freight line has issued some new and strict regulations to facilitate the quick unloading and return of the steamers to Cuba, which may help matters somewhat." This is worth noting. Locally there is no change in the situation. Steady buying proceeds apace.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—London cables this week announces another advance of a halfpenny at the auctions. A teaman here also cites an experience of his own, as an indicator of higher levels. He ordered some teas a few months ago at a certain price. This week he cabled an offer somewhat ahead for a shipment of like teas. The offer was refused; no less than five cents a pound advance was asked. It looks once again as if we are in for real advances.

The great difficulty is freight. These are scarcer than ever since the outbreak of war. Moreover, if trouble near the Suez materializes the state of affairs will be worse still. Not only is there a real shortage of bottoms, but boats take so much longer to come forward now. What was three weeks a year ago is nearer six now. The same applies to consignments coming over to Canada from London. The time is lengthened by three weeks on a month. At that, usually only part of the expected consignment arrives.

That there is lots of tea actually to be had if we could only get it forward is shown by a report from Calcutta estimating crop increase this year over last at 50,000,000 lbs. Total exports to Dec. 14th are about $15,000,000 ahead of same period last year. Where is the big balance? Answer: tied up for lack of boats.

Some other interesting figures are the exports to Russia and Britain. Those to the former are twenty-six million pounds ahead; to the latter they are ten million pounds behind . (N.B.—These figures are up to Dec. 14th.) Nevertheless, consumption in England is stupendously ahead this year, without counting the huge amounts used in the trenches.

This is certainly a buying market. Price conditions, lack of freights, and possibilities—which are considered probabilities in some quarters—of a duty in the near future, all combine to make a strong market. Retailers seem to be buying heavily.

DRIED FRUITS.—The loss on the "Thessalonica," which we noted last week, has been responsible for the general firing up of levels. New York is raising prices right and left. So are cables from Greece. Political upset, which seems to be threatened in Greece, would send currants higher. In the spot market here a strong tendency continues to dominate, with supplies growing short. Moreover, there is a lot of off-quality stuff, and consequently what is good quality is much in demand. Prices have been raised in many quarters, and we quote a cent higher on all lines but Vostizzas.

Peaches continue firm, in excellent demand, with light stocks. Evaporated apples have eased a little after last week's advance. Raisins show little change: demand is fair to middling. Prunes so far have not displayed their seasonable activity.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½

Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 11	0 12
Analas, choicest, per lb.	0 12½	0 13½
Patras, per lb.	0 12½	0 13
Vostizzas, choice	0 13½	0 13¾
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12¾	0 13
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 25-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Shelled walnuts on spot are light, and as they are about the only thing in requisition, price is higher. We quote 38c to 40c. Some are selling under this, but this is popular range. Shelled almonds, too, are none too plentiful here. Cables from Italy say that Naples filberts are higher and firm. Trade here does not show much interest in filberts at present, but stocks are said to be light. New York prices are firm. Brazils continue very scarce, but demand is light

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

COFFEE.—Situation locally is firm, but dull in most grades. Spot situation is featureless. Futures are depending for their strength largely on freight troubles, rumors of advances from Brazil crystallizing and becoming a bull influence.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

BEANS.—Choice prime grade is stiffer again, and here and there something higher than $4.25 is being asked. That, however, seems popular figure. Stocks are small. Supplies coming in are poor for this time of the year. Blue and split peas are greatly in demand, with but poor stocks to satisfy buyers. Split are firm at 6½c, and some dealers are getting ¼c more.

Beans, choice primes, bush.	....	4 25
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 00	3 25
Split, lb.	0 06¼	0 06½

SPICES.—As stocks get lower, higher prices get nearer. This is a good time for retailer to buy for immediate requirements. Peppers show no sign of becoming easier—quite the reverse, in fact. Jamaica ginger is firm, though actually no higher. Scarcity of bottoms is hitting ginger hard. Cassia, up till now somewhat dull, is experiencing a sudden demand, and is quite firm. There are no actual price changes.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 16
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 22
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	....—....	0 27—0 35
Cloves, whole	....—....	0 30—0 35
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—0 50	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 32
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 90—1 00
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	....—....	....—0 35
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 25—0 26
Peppers, black, whole	....—....	0 22—0 25
Peppers, white, ground	0 19—0 24	0 34—0 36
Peppers, white, whole	....—....	0 34—0 36
Pickling spice	....—....	0 16—0 20
Turmeric	....—....	0 16—0 18

RICE AND TAPIOCA.—We have been foreshadowing increases in the prices of tapiocas for a month or so. This has materialized. It costs half a cent, at least, more to lay them down here to-day than the price to the retailer was a month ago—7-7½c is a good price to the trade now, and with freight troubles jogging the importers' elbows, this price may be raised. Although there isn't much interest in brown sago, it nevertheless feels the impact, and we quote that higher, too.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 07

CANNED GOODS. — Situation in canned vegetables is interesting. More retailers are beginning again to buy tomatoes, corn and peas, now that stock-taking is getting through, and the light stocks in the hands of the canners make the future market look as if higher prices won't be long delayed. One man on the street, who is a keen watcher of this market, says that, in his opinion, stocks of tomatoes, corn and peas put together are this year less than the stock of tomatoes only last year. The big export is one factor, if this shortness be true; another is the small pack, and a third the heavy consumption. Repeats came in from retailers even at Christmas, when their interest was naturally found in more seasonable lines.

CANNED SALMON.—Fall shipments of canned salmon having all been completed, packers now know how their stocks of the different grades stand. Outside of pinks, everything is pretty well cleaned up, though orders from abroad have reduced the quantity of first-class pinks to reasonable compass, and everything points to a general cleaning up of all grades of salmon this season, with a possibility of a shortage of some sizes of some grades before the 1916 pack comes on the market next fall. Reliable Cohoe salmon have been practically cleaned up in both halves and talls for some time. There were few really good Red Springs packed, and they were picked up early by houses who make a specialty of this fine grade of fish. Last season the wholesale trade carried their stocks of canned salmon longer than usual owing to retailer buying in smaller quantities, and it is just possible that the wholesaler has underestimated his needs, and will be short some grades before new pack is ready.

MANITOBA MARKETS

Winnipeg, Jan. 20.—One of the important recent changes in the market is an advance in the price of Eddy's matches, the advance amounting to 25-50c per case. Quotations on some lines now are: Silent 500, per case, $1.65; home match, per case, $3.65; red bird, per case, $5.50.

Wholesale grocers have been making advances in pure lard, two advances taking place in past week. Quotations now are: 3's, $9.25; 5's, $9.20; 10's, $9.15; 20-lb. pails, $3. Compound quotations are: 3's, $7.80; 5's, $7.75; 10's, $7.70; 20-lb. pails, $2.50.

There have been a number of minor changes. Epsom salts are now 7c per lb., whereas they used to sell at 2½c. A big advance has taken place in glycerine from 80c to $1.50 per dozen. This is an important line in the West, where farmers' wives use quite a lot during the cold weather to avoid chaps. Castor oil has advanced. Last quotations were 90c per dozen for 3-oz. bottles. Quotations will now be higher than this. Peels have advanced 2c per lb. Quotations on split peas have jumped to $6.25. There is an advance of 5c per dozen on Campbell's tomato soup, now being quoted at $1.30 per dozen. Other lines remain at $1.25. Tapioca has advanced to 6¼-7c.

SUGAR.—Reports arriving here indicate that market in New York is very weak, but the feeling prevails that there will be no change in Canadian prices until it is known whether there will be any change in tariff or not. If there is no change in tariff, the market may weaken in sympathy with New York.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95

Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

SYRUPS.—Quotations remain same as last week. Business is pretty good, and it is expected there will be a much healthier demand later on. The feeling still prevails that cane syrup should be higher, as it is under parity of sugar. With the sugar market weaker, it is doubtful whether this will take place.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case ½ doz.	2 88
20s, per case ¼ doz.	2 87
½ barrels, lb.	0 04½
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 0 37

DRIED FRUITS.—All lines are comparatively firm, especially currants, on which higher prices are expected. Jobbers state they cannot buy in New York to-day to sell at prices being quoted in the West. Stocks held in California of all dried fruits appear to be limited, including prunes, apricots, and peaches. In the case of raisins, advances have already been made, and it is predicted that before long seedless will be practically off the market, as few are being held.

Dried Fruits—		
Evaporated apples, 50's	....	0 11
Evaporated apples, 25's	....	0 11¼
Pears, 25's	....	0 12
Apricots, choice, 25's	0 11	0 15
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11⅛	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	0 09½	0 10⅜
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 5"s	0 08½	0 09
Raisins, Sultanas—		
California, 50's	....	0 14¾
California, 25's	....	0 15
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 08¾
4-cr. layers, 50-lb. boxes	....	0 08½
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08⅜
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10
40 to 50, 25s	....	0 11¼
Table Layer Figs—		
7-crown, 35-lb. boxes, per lb.	....	0 17¼
5-crown, 10-lb. boxes, per lb.	....	0 14¾
4-crown, 10-lb. boxes, per lb.	....	0 14
3-crown, 10-lb. boxes, per lb.	....	0 12¾
Glove boxes, per doz.	....	1 25
Cooking figs, taps, about 5 lbs., lb.	....	0 09

DRIED VEGETABLES.—There is little to report as regards beans, first quality remaining firm, and those arriving from Ontario still being of a rather inferior quality. There are some nice Japanese beans coming in now, orders for which were placed sixty days ago. They are small, but even-sized, and have a good appearance. These should sell to the retailer at about $4.60. Jobbers state that split peas cannot be replaced at present quotations, and it will be noticed that local quotations are somewhat higher this week.

Beans—		
Choice, white, hand-picked, per bush.	4 35	4 50
Fancy, hand-picked, bushel	....	4 65
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 90 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 000	6 25
Sack, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—There is little change, the demand not being great enough to cause the market to fluctuate much. Tapioca quotations are higher at 6¼-7c.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05⅞
No. 2 Japan, per lb.	....	0 04½
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	....	0 08¼
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06¼	0 07

TEA.—This is one of the lines likely to be affected by the budget. Wholesalers are not buying now, as it is getting rather late, but they have bought heavily in the past. Retailers are in the market, and have been buying more bulk tea during the past week than they have done for a long time. Cable reports from the East indicate that the tea market is firming up, and that prices are likely to be higher.

COFFEE.—This market is strengthened again, and in primary market prices are ¾c higher on Rios and Santos. Local quotations are now: Rios, 17¼-18½c; Santos, 21-22½c. Local jobbers are having difficulty in securing supplies of Mexicans on account of internal troubles.

Coffee—		
Green coffee, No. 7 Rio	0 12½	0 12¾
Green coffee, No. 5 Rio	0 13½	0 14
Green Santos	0 16½	0 16¾
Roasted Rio	0 17¼	0 18½
Santos	0 21½	0 22½
Maracaibo	0 24	0 26
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—Peppers are up another cent on primary market, and local quotations now are: Black pepper, 20-22c; white pepper, 31½-33½c. Nutmegs are higher again, and are harder to procure. Whole nutmegs are quoted here at 22-26c. The markets for both cloves and ginger are much stronger.

Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 25	0 30
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 22	0 25
Nutmegs, whole	0 22	0 26
Pepper—		
Ground black	0 20	0 22
Ground white	0 31½	0 33½

CANNED GOODS.—There is practically no movement in primary market, as jobbers are pretty well supplied. Up to date there are no changes in price whatever.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Jan. 20.—Rolled oats have again advanced 10c. Evaporated apples are up a quarter cent, and small white beans are firm. Alberta-made cheese is being freely offered slightly under Ontario. California cauliflower is $3 per case. City trade is good, as United Farmers of Alberta are in conference here.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 67
Rolled oats, bail	....	2 90
Rolled oats, 80s	....	2 50
Rice, Siam, cwt.	4 00	4 40
Potatoes, local, per bush.	....	0 35
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 20½
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case	....	9 60
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 35
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	....	10 00
Salmon, pink, talls, 48x1s, per case	....	4 50
Lobster, ½s, per doz.	....	2 65
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	....	0 12¼
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.	....	0 04½
Grapefruit, Cal.	....	3 50
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	....	32 00
Lemons, case	4 50	4 75

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Jan. 20.—Business continues good, also collections. There is no change in sugar market in Alberta yet. An advance in cocoa and chocolate of 2c per pound has occurred. A further advance in some spices of about 5 per cent. has taken place. Rolled oats, bail, is up 10c, making basis $2.50. An advance of 10c per hundred in local flour is also noted. Owing to shortage of Labrador herring there is an increase in price of 30c per half-barrel in this market.

Wholesalers here have felt effects of frigid climate. Continued firmness in the canned tomato market, with probable higher prices. Oyster market is strong and active.

In cornmeal, demand is fair and market higher. Bean prices are higher, with a probable further advance in near future.

Cables report tapioca prices higher. Demand is fair and prices are firmly

maintained. The market on corn starch is strong, with potato starch continuing to be ruled by strong tendency. The American market on syrup advanced 10c on account of strength of corn.

Present sugar prices are not altogether due to conditions in the sugar trade. Steamer freights are very high, and these rates, as against the ordinary rates that prevail in normal times, have greatly added to price of sugar. Aside from that, there is great difficulty in getting boats at even high prices asked, and sugar holders are rather afraid to offer.

General—			
Beans, Ashcroft, lb.	....	0 06¼	
Beans, white navy, per busb	....	4 20	
Bran, ton	....	18 00	
Coffee, whole roasted, Rio	0 18	0 19	
Potatoes, per bush.	0 35	0 45	
Rolled oats, 20's, 80c; 40's	....	1 60	
Rolled oats, bail, $2.50; 80's	....	1 75	
Flour, fancy patents, 98-lb. sack	....	3 25	
Flour, seconds	....	3 20	
Rice, Siam, per cwt.	....	4 05	
Shorts, ton	....	20 00	
Sugar, standard gran., per cwt.	....	7 95	
Sugar, yellow, per cwt.	....	7 55	
Walnuts, shelled, lb.	....	0 38	
Produce and Provisions—			
Cheese, lb.	....	0 19¼	
Bacon, lb., 20c; bellies, lb.	....	0 20½	
Butter, creamery, per lb.	....	0 32	
Butter, dairy, No. 1, 27c; No. 2	....	0 22	
Eggs, extra, per doz.	....	0 40	
Eggs, No. 1	....	0 32	
Eggs, No. 2	....	0 30	
Lard, pure, 3's, per case	....	9 00	
Lard, pure, 5's, per case	....	9 85	
Lard, 10's, per case	....	9 75	
Lard, pure, 20's, each	....	3 23	
Canned Goods—			
Corn, standard, per two dozen	....	2 25	
Peas, standard, 2 dozen	....	2 25	
Peas, standard, 2 dozen	....	2 20	
Plums, Lombard	....	2 25	
Peaches	....	3 55	
Strawberries, $1.45; raspberries	....	4 00	
Tomatoes, standard, per 2 doz.	....	2 95	
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65	
Salmon, pinks, case	....	4 14	
Coboes, 1's, $5.80; bumpbacks, 1's	....	4 35	
Lobster	....	2 35	
Dried Fruits—			
Currants, per lb.	....	0 13	
Prunes, 70-80, 25's, lb.	....	0 09¼	
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12	

SASKATCHEWAN MARKETS

By Wire.

Regina, Jan. 20.—Rolled oats have advanced. Paper bags are higher, and rice has advanced 15c per hundred, now quoted $4.15. Cheese has reached the high water mark of 21¼c. Twine is higher, and there is an anticipated advance in corn syrup and starches, also condensed milk. Beans are now $4.50 per bushel. Lard is up to $9.25 for 3's, $9.20 for 5's, $9.15 for 10's, and $3.10 for 20's.

Produce and Provisions—			
Butter, creamery, per lb.	....	0 36	
Butter, dairy, No. 1	....	0 27	
Cheese, per lb.	....	0 21¼	
Eggs, new laid	....	0 45	
Eggs, fancy, storage	....	0 35	
Eggs, good, storage	....	0 30	
Lard, 3's, per case	....	9 25	
Lard, 5's, per case	....	9 20	
Lard, 10's, per case	....	9 15	
Lard, 20's, per case	....	3 10	
General—			
Beans, Ontario, white, per busb	....	4 50	
Coffee, whole roasted, Rio	0 17	0 17½	
Cream of tartar, lb.	0 50	0 60	
Cocoanut, lb.	....	0 18	
Cornmeal, bail	....	2 80	
Apricots, per lb.	....	0 12	
Flour, 98's	....	3 40	
Rolled oats, 80's	....	2 45	
Rice, per cwt.	....	4 15	
Onions, 100 lbs	....	1 75	
Sugar, standard, gran., per cwt.	....	7 74	
Sugar, yellow, per cwt.	....	7 34	
Walnuts, shelled, 47-49c; almonds	....	0 45	0 47
Canned Goods—			
Apples, gals., case	....	1 80	
Beans	....	2 25	
Corn, standard, per 2 dozen	....	2 23	
Peas, standard, per 2 dozen	....	2 40	
Plums, Lombard	....	2 10	
Peaches	....	3 10	
Raspberries, $4.35; Strawberries	....	4 73	
Tomatoes, standard, per case	....	2 60	
Salmon—			
Sockeye, 1's, 4 dozen case	....	9 55	
Sockeye, ½'s	....	12 35	
Cohoes, 1's	....	6 00	
Humpbacks, 1's	....	4 60	
Fruits and Vegetables—			
Apples, Wasbington, bbl.	....	1 75	
Celery	....	0 06½	
Cranberries, per bbl.	....	10 50	
Grapefruit, case	4 00	4 50	
Lemons	....	5 00	
Navels	4 00	4 60	
Potatoes, busbel	0 50	0 65	
Dried Fruits—			
Citron peel, lb.	....	0 24	
Lemon peel, lb.	....	0 17	
Orange peel, lb.	....	0 17½	

NEW BRUNSWICK MARKETS

By Wire.

St. John, Jan. 20.—Trade is somewhat slack as usual in January. The most interesting feature of markets is a half-dollar advance in potatoes to $3.25 per barrel, and even a further rise is expected. Flour reflects the wheat market, and there is an upward trend. Prices are now $7.85 for Manitoba and $7.35 for Ontario. Pure lard is also higher at 15c to 15¼c. Market is steady.

The production of wheat, oats, etc., continues far below the demand for local use, and New Brunswick depends on other provinces for greater part of this stock. There was ready sale at good prices for the entire quantity produced.

The fruit crop was short last year because of frosts at time when the fruit was setting, but the entire crop found ready sale at good prices. Market for poultry and live stock has been all that could be desired, with the market for sheep and swine especially good.

Produce and Provisions—			
Bacon, breakfast, per lb.	0 22	0 23	
Bacon, roll, per lb.	....	0 17	
Beef, corned, 1's	2 90	3 35	
Pork, American clear, per bbl.	26 00	28 00	
Butter, dairy, per lb.	0 27	0 30	
Butter, creamery, per lb.	0 32	0 34	
Eggs, new laids	0 54	0 56	
Eggs, case, per doz.	0 32	0 34	
Lard, compound, per lb.	0 12½	0 13	
Lard, pure, per lb. ¼	0 15	0 15¼	
Cheese, new	0 18½	0 19½	
Flour and Cereals—			
Cornmeal, gran.	....	6 00	
Cornmeal, ordinary	....	1 80	
Flour, Manitoba, per bbl.	....	7 85	
Flour, Ontario	7 10	7 35	
Flour, buckwheat, western, 98-lb. bag	....	3 50	
Rolled oats, per bbl.	....	6 25	
Fresh Fruits and Vegetables—			
Apples, bbl.	4 00	5 00	
Lemons, Messina, box	....	6 00	
Oranges, Val., case	4 00	5 50	
Potatoes, bbls.	....	3 25	
Sugar—			
Standard granulated	6 70	6 75	
United Empire	6 60	6 65	
Bright yellow	6 50	6 55	
No. 1 yellow	6 30	6 35	
Paris lumps	....	7 75	
Lemons, Messina, box	....	....	
Beans, yellow eyes, per bush.	4 50	4 60	
Canned pork and beans, per case	3 00	3 40	
Molasses Barbadoes, gal.	0 53	0 54	
Cream of tartar, per lb., bulk	0 50	0 55	
Currants	0 12	0 13	
Rice, per cwt.	4 75	4 80	

One Montreal importer shows an invoice for 200 boxes of tea that went down on the Yeddo at Suez.

France has declined for "military reasons" to permit shipments of condensed milk by charitable organizations in the United States to Germany and Austria-Hungary for use of the babies of those countries.

C. R. Gardner, grocer, Brooklyn, N. S., sustained a fire loss recently; partially insured.

Wm. Healy, Jr., an employee of the Brantford Scale Co., Brantford, Ont., has enlisted with the Brant Battalion. He was presented with a gold watch and fob with initials engraved on each, by his fellow employees.

* * *

Gordon Dingwall, an employee of the H. Gillard & Co., wholesale grocers, Hamilton, Ont., has enlisted. He was presented with a wrist watch, money belt and gold by his fellow employees.

* * *

Horace Forrester, for several months with the Ingersoll Packing Co., Ingersoll, Ont., has enlisted with the 142nd Battalion. He was the recipient of a wrist watch on his departure.

* * *

Richard Brine has enlisted in the Old Country in the R.A.M.C. He expects to be in Egypt by the end of January. He was formerly employed by R. McGregor, Ltd., Ottawa, as was also **Sergt.** Lenard Parker, of the 38th Battalion now in Bermuda.

WINNING WINDOW FROM BRANDON

(Continued from page 20.)

W. Clark, was considered another neat, attractive and good selling trim. Probably more work was put on the display of Island & Bamford than on any of the others. The floor of this window, on which was worked out flags in Christmas goods was particularly complimented. In passing it might be stated that the judges criticized in some of the displays the decorations used. Among these were tissue paper strips from the ceiling down to the window, tissue paper bells and tissue paper wound around lattice work. Their claim was that this rather cheapened the display. Canadian Grocer will be pleased to hear the opinions of others in this regard. We also desire to congratulate the winners, as well as those who were the runners-up in the competition. In justice to these it should be said that apart from the first prize the matter of judging was exceedingly difficult. Poor photographs spoiled the chances of several.

G. M. Chambers, general merchant, Ethel, Ont., is succeeded by R. G. Barr.

John McKim, grocer and butcher, Orangeville, Ont., has sold to Geo. Prior.

FRUIT AND VEGETABLES

Grapefruit Scarce: Potatoes Advanced

Florida Grapefruit is Getting Shorter—Delawares Up Another Ten Cents—Navels Easier and Lower—Apples Advance in Montreal

MONTREAL

FRUIT.—At the latest auction Fameuse apples advanced from $6.50 to $7 and Baldwins dropped 50c and range now from $4 to $4.50. Other varieties are unchanged. Few dealers have the Fameuse and on account of price there is little demand. Lemons are scarce. The market is practically bare. Messinas have advanced 25c and are now selling at from $4 to $4.50. Keenest interest of week centres in oranges. Although the price remains same a certain rise is looked for. It may only be temporary. This situation is a result of the continued and heavy rains in California which have prevented packing and so delayed shipments. Cranberries have advanced as we intimated last week. Cape Cods have advanced $1.50 per bbl.. and now sell at from $12 to $12.50. Nova Scotias have advanced $1 and now sell for $8.50 to $9 per bbl. Dealers claim that there has been no profit in them at old prices. Good Nova Scotias are scarce.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	5 00	6 50
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	4 00
Grapes, Malaga, heavy weight, bbl.	7 00	9 00
Lemons—		
California	4 00	4 25
Verdellis	....	4 50
Messina, 300 size, box	4 00	4 50
Oranges—		
Navels	....	4 00
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 40
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—Potatoes are unchanged except New Brunswicks which have advanced from $1.90 to $2. This is on account of shortage in the American market which has caused buyers from there to depend on our markets. Potatoes are almost three times as high as last year and still firm. Canadian red onions have advanced from $3 to $3.50 a 100 lb. bag. California celery has advanced from $6.50 to $7 a crate. There is a big demand for hothouse tomatoes which are hard to procure. Some Cuban tomatoes offered here have turned out to be somewhat green and they do not ripen well. The last car of Florida lettuce for this market is expected in this week. Shippers claim they cannot market it here at present prices without an actual loss. This lettuce is not as tender as the Boston but it killed the sale of the latter because of the size of the hamper which contains from three and a half to four dozen bunches as gainst the two dozen in the Boston. Curly lettuce is very scarce and has advanced from $2.50 to $3 a box of four dozen. Beets are scarce and have advanced from 50c to $1 per bag.

Artichokes, bag	....	1 25
Beets, bag	....	1 00
Beans, wax, N.Y., per basket	....	7 00
Beans, green, N.Y., per basket	....	7 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red loz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 75
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	6 75	7 00
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Garlic	....	0 30
Leeks, bunch	0 15	0 20
Head lettuce, Boston, box	....	2 50
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 75 lbs., bag	....	3 50
Spanish, crate	....	5 50
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 40
Parsley, Bermuda	....	0 75
Potatoes—		
Montreal, 80 lbs., bag	....	1 50
New Brunswick, 80 lbs., bag	....	2 00
Sweet, hamper	1 75	2 00
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	0 30	0 35
Pumpkins, doz.	....	1 00
Watercress, Boston hothouse, doz.	....	0 75

TORONTO

FRUIT.—There are few happenings of moment this week. Business seems to have taken a quiet fit again, and orders are less numerous for the moment, though not less in size. But this is doubtless a temporary condition. Florida grapefruit is reported scarce, and as we hinted last week, a big proportion has been marketed. Price is slightly higher, and we quote $4.50 as a top level. Porto Rico and Cuban is unchanged, with less demand for them than for Florida. California lemons have tightened up a trifle, on better demand. Apples in eleven-quart baskets are slightly firmer and higher. Strawberries, also from Florida, are coming in more freely now, and price dropped this week. Bananas are temporarily scarce, and levels were advanced. Oranges are the big seller. A couple of cars of Florida grapefruit have come in recently, and were eagerly snapped up. Most lines down the list are fairly active, with steady prices.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 25
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 50	4 50
Porto Rico, case	3 00	3 25
Cuban, case	3 00	3 25
Grapes, Malaga, keg	6 00	9 00
Oranges—		
Florida, case	2 50	3 00
Navels	2 50	3 75
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Porto Rico	4 00	5 00
Strawberries, Florida, box	0 30	0 50
Tangerines, strap	4 00	4 50

VEGETABLES.—Potatoes are again higher. New Brunswick Delawares are up to $2.10 a bag; British Columbias at $1.85 and $2.00; and Ontarios at $1.85. Supplies from B.C. are certainly keeping prices as low even as they are. Without them—if, as in former years, we had simply Ontario and New Brunswick to depend on—we should have higher prices. Readers will remember that in November we predicted $2 potatoes. Delawares this week sell at $2.10.

Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Cauliflower, case	2 75	3 00
Carrots, new, bag	0 75	0 80
Celery, Cal., case	6 50	6 75
Cucumbers—		
Hothouse, doz.	2 40	2 50
Onions—		
Can., 75-lb. sack	1 00	1 35
Spanish, large case	4 75	4 80
Lettuce, Boston, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	....	2 00
Parsnips, bag	0 70	0 75
Peppers, green, doz.	0 65	0 70
Potatoes—		
N.B. Delawares, bag	....	2 10
British Columbia, bag	1 85	2 00
Ontario, bag	....	1 85
New, hamper	....	3 75
Sweet, kiln-dried, hamper	....	1 35
Parsnips, bag	0 80	0 85
Sprouts, qt.	....	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	....	0 25

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

FISH AND OYSTERS

Cold Weather Helps Fish

Arrival of Winter-caught Manitoba Whitefish Eagerly Snapped Up by Trade — Scarcity in Extras Smelts—Kippers From Bonnie Scotland Coming— May Be a Shortage of Halibut.

MONTREAL

FISH AND OYSTERS.—The cold weather has had a good effect on sales of frozen fish and it seems likely that a few lines will go short before long. This would apply particularly to frozen herrings, haddock and cod fish. A few cargoes of frozen herrings from Newfoundland have been offered lately at unprecedented prices. Most of these were taken by Boston. A few came to Halifax and were offered there at $2.50 per hundred fish. Tom cods and smelts are getting a little easier and increased supplies will be available from now on. In smoked fish such as fillets of haddies the supplies seem to be limited and an advance is looked for in the near future. The trade in oysters, bulk and shell, is only fair and prices, particularly in the case of bulk, have a tendency to sag.

TORONTO

FISH AND OYSTERS.—Chief items of interest this week on the street is some arrivals of fresh winter caught Manitoba white fish. The trade thus far have been getting fall frozen white fish and that this winter caught is good stuff is shown by the eager way it is snapped up. We quote 9 to 12 cents: average is 10 and 11c. Fresh caught sea salmon is pretty well off now, and there is little but frozen. This sells well at a range of 11 to 13 cents. A shrinkage is talked of in stocks of halibut. This is a big selling line, and if the scarcity materialized it would mean higher prices. Smelts, particularly in large sizes, are running scarce, while there is a good demand. An item of interest is the approaching arrival of some Scotch kippers. These, all the way "frae bonnie Scotland," will be high priced.

Smoked lines and pickled fish are all good sellers with a fair to middling demand. Oysters go as well as ever, with no feature.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07½-.08	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.09	....
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak, codfish, per lb.	.05½-.06	.07
Canadian soles, per lb.	.06	.08
Blue, fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	5 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	6 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 [illegible]	1 75
Selects, per gal., solid meat	2 [illegible]	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	5½— 6	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	5½— 6	9 —10
Herrings, each	3	3
Flounders	5	5
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	..

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 08	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11—12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dres sor ound, lb.	.08½-.09	.09-.13
Pike, dressed and beadless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, bf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Quotations on poultry remain same as they were last week. They are rather high on account of difficulty in securing fresh killed stuff of any kind. Farmers are not shipping much following big rush before the holidays, which is resulting in higher quotations. The demand for fish is only fair, and it is never brisk so soon after the holidays. There will not be a big demand for fish until towards Lent, which begins shortly after 1st of March. Oyster sales are about same as usual, but nothing exciting.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 10
Bloaters, per box	....	1 75
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, 3-gal. tins	....	2 75
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	0 08	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	....	0 12
Ducklings	....	0 13
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 18
Fowl, No. 1	....	0 15
Turkeys, No. 1	....	0 24
Ducks, No. 1	....	0 16
Geese, No. 1	....	0 15

PRODUCE AND PROVISIONS

Creamery Butter and Lard Advance

Butter Up in Toronto, and Compound Lard in Montreal—Cold Weather Firms up New-Laids Market—No Change in Cheese—Prices on Fowl Higher—Jews Purchasing Heavily on Live Birds.

MONTREAL

PROVISIONS.—Trade in provisions is quiet. Compound lard is up ¼c all round owing to the higher price of cottonseed oil, which has advanced some 75 per cent. in past year. The general market is neutral in tone, although sales are good, particularly in smoked and cured meats. The demand for hogs is good and the price steady.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Sholders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 29
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs. gross		0 15¼
Pails, tin, 20 lbs. gross		0 14¾
Cases, 10 lbs., tins, 60 in case		0 15½
Cases, 3 and 5-lb. tins, 60 in case		0 16½
Bricks, 1 lb., each		0 17
Lard, Compound—		
Tierces, 375 lbs. net		0 12¼
Tubs, 50 lbs., net		0 12¾
Tins, 50 lbs., net		0 12¾
Pails, wood, 20 lbs., net		0 13
Pails, tin, 20 lbs., net		0 13
Cases, 10-lb. tins, 60 in case		0 14
Cases, 3 and 5-lb. tins, 60 in case		0 13¾
Bricks, 1 lb., each		0 14¾
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—Butter remains firm with no material price changes. Recent heavy exportations to England have had a steadying influence on prices while steady deliveries have kept stocks up here.

Butter—		
Finest creamery, September make		0 36
Finest creamery, fresh made		0 37½
Dairy prints		0 28
Dairy, solids		0 27
Separator prints		0 26
Bakers		0 23

CHEESE.—The export market for cheese is higher. Some reports place recent sales at 94/6d. c.i.f. The local market is firm but unchanged.

Cheese—		
Old make		0 22
Stilton		0 21
New make	0 19	0 20

EGGS.—There have been no new developments in the local egg situation. There is a steady demand for local use but not sufficient to affect prices and receipts are comparatively light.

Eggs, case lots—		
New laid, stamped		0 45
Selects		0 33
No. 1's		0 30
No. 2's		0 28

POULTRY.—Poultry prices are a good deal firmer with some advances cropping up. The demand for storage stock is good although receipts are remarkably light. This is not only a local inquiry, but to include inquiries from the chief centres from here to the mountains. There is a good demand for frozen stock. There was a shortage from last year with the result that prices have advanced from one to two cents a pound on all fancy roasting chickens. First class stock is also a little higher. In spite of a few advances live stock is inclined to be weak. Frozen, roasting chicken milk fed, four pounds or over are 26c, ordinary 22c. Live stock, fowl 5 lb. and over, 23c; fowl small, 18 to 19c. On the whole buyers of dressed poultry found it hard to fill their wants.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 19
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 16	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 76	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There is no change in the market for honey. There is a fair amount of business and prices are well maintained.

Honey—		
Buckwheat, tins		0 07
Strained clover, 60-lb. tins		0 10¼
Strained clover, in 10-lb. tins		0 11
Strained clover, in 5-lb. tins		0 11¼
Comb honey, No. 1, doz.		3 00
Comb honey, No. 2, doz.		2 40

TORONTO

PROVISIONS.—All pork products remain firm, but show no advances. Bacons and backs are particularly in demand. Hogs are firm in Toronto. Lard levels are well supported, but show no advance here.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18
Large, per lb.	0 14½	0 15
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Flat backs, lb.	0 13	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14¼	0 14½
Pails	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—As we showed last week, the market on creamery looked very firm, and this week an advance is recorded in all grades. Creamery prints, fresh, are quoted at 36, firm, and in some cases are up a cent from that. We therefore quote 36 to 37, which is a firm quotation. Heavy overseas buying is partially the reason. Dairy buter is also higher, domestic demand being heavy.

Butter—		
Creamery prints, fresh	0 36	0 37
Dairy prints, choice, lb.	0 32	0 33
Dairy prints, lb.	0 29	0 32
Bakers'	0 24	0 25

CHEESE.—There is no change in prices this week, though the tone is singularly strong, once more export enquiries and orders being the reason. England seems ready enough to see high levels, and an advance still further is talked of.

Cheese—		
Large, per lb.	0 18½	0 19
Twins, per lb.	0 18¾	0 19¼

EGGS.—New laids show no further drop after last week's five cent decline. There has been a slight hardening again, chiefly due to the very sharp weather. The weather is the surest guide to egg market these days. Mild, the hens lay;

cold, they don't, and that's all there is to it. Last week's decline was said to be chiefly resultant from milder weather, and the colder snap has put a crimp in supplies coming in. Some talk of an advance. As we go to press, however, quotations on new laids are 45. Storage situation seems sound enough, with no new feature.

Eggs—		
New laids, specials, in cartons	0 40	0 45
Extras	0 32	0 33
No. 1, storage	0 30	0 31
No. 2, storage	0 25	0 26

POULTRY.—The only price change is in fowl, which is up a cent in both live and dressed. This is due to good buying on the part of the Jews. Note that both live and dressed are equal in prices, though live is in the greater demand. Chicken is off a little in demand this week. Business is good in turkeys, with rather better stocks coming. Other lines are fair in condition, and unchanged in levels.

Poultry—	Live	Dressed
Old fowl, pound	0 13—0 15	0 13—0 15
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—There is no change since last week's slight advance.

Buckwheat, tins	....	0 08
Strained, clover, 60-lb. tins	0 12	0 12½
Strained clover, in 10-lb. tins	0 12½	0 13
Strained clover, in 5-lb. tins	0 12½	0 13
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS. There is a brisker market on meats owing to the holiday season being over, and on account of the seasonable weather. Prices are firm, and are expected to advance. The hog market has firmed since last week, and receipts are delayed on account of snow storms and intense cold. Pure lard has advanced to a basis of 14c, and there is every indication of it remaining firm at this price. Compound lard remains unchanged. New prices this week are: Light hams, 18½-19c; breakfast bacon, 28c; shoulders, 12½-14c. There is little to say about butter market, except that it is firm, the prices being about same as last week, and supplies hard to procure. There is little change in egg market; the intense weather has kept prices firm. The U. S. egg market has firmed up, giving this market a steadier undertone. Cheese market remains firm.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 28
Shoulders, per lb.	0 12½	0 14
Backs, per lb.	....	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 28
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl	....	20 00
Lard, Pure—		
Tierces		0 14
Pails		2 90
Cases, 5s		9 03
Cases, 3s		9 15
Lard, Compound—		
Tierces		0 12¼
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cartons	....	0 32
Cheese—		
Ontario, large		0 19½
Ontario, twins		0 19⅝

TUNA FISH

Tuna fish is a comparatively new line in Canada, and until recently, difficulty was experienced in securing supplies. Tuna fish are caught off Los Angeles, Cal., and are a species of mackerel. There are three kinds—the flying tuna, the albacore, and the white tuna. For food, the white tuna is the best. The flying tuna is almost too thin for food. The tuna is caught in schools, and single catches sometimes amount to 20 tons. They run from 25 to 50 lbs. apiece, and are about four feet long. They yield about 25 per cent. oil, and after this is extracted, the fish is chilled, cut, and then canned in refined cotton seed oil as a preservative. The tuna is also put up in the form of meat paste, which is excellent for sandwiches.

Our new stock of

CEYLONS, INDIANS, JAPANS and CHINAS

is at your command in our expertly selected range of BLACK and GREEN TEAS.
"Cup quality" identifies all our teas and this is secured by careful selecting and testing.
Make your store distinctive by featuring selected bulk teas, and at the same time, reap better profits. *Samples and prices on request.*

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St. ESTABLISHED 1874 Montreal

FLOUR AND CEREALS

Advance in Rolled Oats

One Firm Also Puts Price of Manitoba Flour Higher—That Embarrassing Embargo — Ontario and Western Oats Higher——Stringency in Cornmeal.

MONTREAL

FLOUR.—The flour market is higher by 20c per barrel, but still orders cannot be altogether caught up with. The higher prices of wheat is the cause of the advance. There is a great shortage of cars and one large milling company had to close one of its mills last week as a direct result of this shortage. The chief eastern ports of the U.S., have had embargoes placed on them. St. John, N.B. is now added to the list and Halifax will likely come next. The railroad situation is badly tangled up in some centres as the result of this piling up. An inadequate number of ships adds the chief source of trouble to the situation. The blizzards of the past week have made matters worse in this respect.

Winter wheat is firm, quiet and unchanged from last week. Demand is inclined to be slow.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	6 40

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 05	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 90

CEREALS.—Oats are stronger, and this fact has in conjunction with tied up shipments at the head of the lakes and a car shortage has caused an advance in rolled oats of fifteen cents. In small lots they are now selling at from $2.70 to $2.90. Pot barley has advanced from $2.80 to $3.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 25	2 45
Unbolted	2 00	2 15
Rolled Oats—	90's in jute.	
Small lots	2 70	2 90
25 bags or more		2 60
Rolled oats in cotton sacks, 5 cents more.		
Packages, case	3 90	4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, n jute.		
Rolled Wheat—	100-lb. bbls.	
Small lots		4 00
Hominy, per 98-lb. sack		2 75
Corn flour, hag		2 50
Rye our, hag	2 65	2 80
Barley, pot		3 00
Barley, pearl, lb.		0 04½

FEEDS.—There is a strong demand in feeds generally and in shorts particularly as may be expected at this time of year. It will probably be maintained for some time. Demand for bran has dropped off now and it is unlikely that it will be in as good demand as it has been until about May. Feed oats have advanced 4c and are now selling at 56c.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, hag	35 00
Mixed chops, ton	31 00
Crushed oats, ton	32 00
Oats, chop, ton	32 00
Barley chop, ton	31 00
Feed oats, cleaned, Manitoba, bush.	0 56
Feed wheat, hag	1 30

TORONTO

FLOUR.—One firm raised its prices on Manitoba flour this week 20 cents, making first patents $7. This was consequent upon the still-rising wheat market. Values of cash wheat continue on the upward trend in spite of unfavorable freight conditions. Western wheat, No. 1 Northern, sold yesterday in store at Fort William at 1.22¼c. Freight rates and the embarrassing embargo have tied up the trade. Rates on flour for overseas shipment are all sky-high; so congested is St. John and New York that there appears to be little relief in sight from the embargo. The great need is ocean vessels; even what there are are liable to be commandeered at any moment.

The embargo on shipments of wheat from the West is certainly annoying the trade. Eight thousand cars are on order at Fort William and less than one hundred a day are getting out. And on top of this last week's quiet market develops strength and sharply advances. Domestic flour business is good; export is too good, as it were, to be handled.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 30
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	5 00	4 80

CEREALS.—Rolled oats have been advanced 15 cents, and our quotation is now $2.75. Oatmeal is also firm at ruling levels. Western oats are hard to get, and that is the reason for the advance. American corn is quoted to-day at 81½, a bushel. A full cent ahead of last week, which itself was a cent and a half in advance of the week before. Cornmeal is still firm at 2.50, but an advance is likely. Bad weather in the States in time of production is the reason. Barley remains quite firm, in both pearl and pot.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, atandard, 98 lbs.		2 86
Oatmeal, granulated, 98 lbs.		2 86
Peas, Canadian, hoiling, hush.		3 00
Peas, split, 98 lbs.		6 00
Rolled oats, 90-lh. hags		2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.		3 00
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

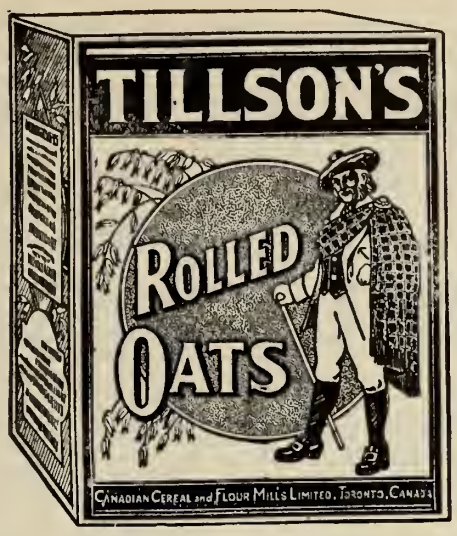
FEEDS.—Ontario oats, like their western countertype, are up and we quote 40 to 41 for No. 3. Bran is somewhat easier on large supplies.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	26 00
Special middlings	29 00
Feed flour, per hag	1 60 1 75
Oats—	
No. 3, Ontario, outside points	0 40 0 41

WINNIPEG

FLOUR AND CEREALS.—There are no changes in any quotations in this market. Wheat is strong, but an advance in flour is not expected at moment. The domestic demand is poor, but export demand remains good. Thus flour market is practically featureless. As regards cereals, the demand for rolled oats is normal, and millers advise that an advance would not be surprising, as cost of oats is higher. Cornmeal remains at the same figure—$2.35. There is no change in the price of feeds, the demand from the East remaining good, while in the West it is quiet.

Flour—		
Best patents		6 60
Bakers		5 59
Clears		5 40
XXXX		4 30
Cereals—		
Rolled oats, 80 lbs.	2 20	2 25
Oatmeal, standard and gran., 98 lbs.		2 70
Cornmeal		2 35
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		30 00



February is a Porridge Month

—but to the dealer stocking

Tillson's Rolled Oats

every day of every month brings steady, profitable sales.

The delicious flavor and wholesome goodness of this pure, Canadian breakfast food has won for it hosts of admirers everywhere. The initial sales that follow a display of Tillson's quickly produce repeat sales—the surest indication of customer satisfaction.

The Two Flours

Rainbow—for Bread Baking
Lily and Gold Seal—for Pastry

offer the retailer unlimited opportunity for building a customer-satisfying trade.

Our attractive window display will be sent upon request. It will turn stock into cash like magic.

Sell Canadian products that are made in Canada by Canadians.

Canadian Cereal & Flour Mills Company, Limited

Toronto **Ontario**

Canadian-made products of Superior Quality

L'Etoile Macaroni
(Star)
Hirondelle Macaroni
(Swallow)

—the two popular paste foods whose palatable, wholesome, nutritious qualities are daily adding to their host of admirers.

Made from the finest Canadian Wheat—than which there is no better grown — these popular products are equal to the very best imported varieties, and immensely superior to most. Wherever displayed, their winning merits pull ever-increasing sales.

Can you afford to omit "L'Etoile" and "Hirondelle" from your next order? A trial will be convincing evidence of their selling value. *Ask your wholesaler.*

C. H. Catelli, Limited
MONTREAL

AGENTS:
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER
ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS
"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS
In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.
Brands—Aylmer, Simcoe, Quaker. Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 6
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

The New Season's Pack
Now Ready for Delivery

SHIRRIFF'S
Orange Marmalade

Why it is most satisfactory, viz.:

Made from Seville Oranges and Granulated Sugar, nothing else!
The consistency is heavy, giving full value to consumer.
The delicious orange flavor is entirely retained.
Packed in hermetically sealed packages and attractively put up.

Made in Canada.

Put up in	3 oz.	glass	individuals
"	8 oz.	"	tumblers
"	12 oz.	"	"
"	16 oz.	"	jars
"	24 oz.	"	"
"	32 oz.	"	"
"	4 lb.	tins	
"	7 lb.	"	

Imperial Extract Company
TORONTO

Western Representative: H. F. RITCHIE & CO., Limited. Toronto Montreal: W. S. SILCOCK
Quebec City: ALBERT DUNN Maritime Provinces: W. H. L. USHER, Halifax

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

OYSTERS

The oysters we are shipping under our "Whiteo" Brand are **large** and **solid** and are guaranteed by us the equal of any being sold in Ontario. Our price is very low

3s at $4.85, 5s at $8.00

Send them back at our expense if not as represented. Sales already doubled in last eight weeks.

14 Carloads of Seasonable Fish

have arrived to us recently. No house can give you better **price, quality** or **service**. New Whitefish, **Tulibees, Goldedges, Halibut, Qualle, Salmon, Smelts,** both extras and ones—Haddies, Ciscoes, Fillets. **Forty-seven** different lines to choose from.
Merchants by combining their fish and oyster orders with their fruit orders, save money. It saves the bother of dealing with different accounts. Try us this week.

White & Co., Limited

Canada's Premier Fruit and Fish House

TORONTO

Branch at Hamilton

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

5 Box lots and upward—Freight prepaid up to 50 cents

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity," each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA Reindeer Brand, each 24 cans	4 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs. per case

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz. weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5.00; 6s, $18; 14s. $37.
Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5.00; 6s, $18.
Boiled Beef, 1s, $2.50; 2s, $5.00; 6s, $18.
Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

BULK GOODS

Markets in all lines have advanced and our prices have been raised only a bare fraction of the increase that has taken place during the past few months.

WHITE SWAN SPICES (whole or ground). Absolutely pure. all guaranteed with Dominion Government Warranty.

Price for 25 and 40 lb. Pails, and 5 and 10 lb. Boxes.

	Per lb. $ c		Per lb. $ c
Allspice (Pimento)	.15	Mustard—Continued	
Arrowroot	.15	" Durham	.13
Bay Leaves	.20	" Seed	.28
Bicarb. Soda	.03	Nutmegs	.30
Caraway Seeds	.25	" 60s	.50
Cassia	.25	" 80s	.32
Cayenne	.30	" 90s	.30
" Japan Chillies	.40	" 100s	.27
Celery Seed	.50	Paprika	.33
Celery Salt	.30	Parsley	.41
Celery Pepper	.30	Pastry Spice	.25
Cinnamon	.30	Pepper, Black	.25
Cloves	.33	" Tellicherry	.26
" Penang	.40	" Singapore	.25
" Zanzibar	.33	" Penang	.24
Coriander Seed	.12	Pepper, White	.35
Cream Tartar	.55	" " (Decorticated)	.50
Curry Powder	.25	" Singapore	.35
Ginger	.30	" Penang	.34
" Jamaica	.30	Pickling Spice	.20
" Cochin	.20	Poultry Dressing	.21
" African	.15	Sage	.36
Mace	1.00	Saltpetre (Chili)	.10
Marjoram	.25	Sausage Seasoning	.26
Mint	...	Savory	.26
Mustard	.28	Senna Leaves	...
" Pure	.30	Thyme	.26
" English	.21	Turmeric	.16
" D. S. F.	.16		

Also Packed in 2, 5, 10, 30 and 50 lb. Tins.

Add 1c. for additional cost and 2c. for 1 lb. Tins.

TERMS

Nett 30 Days. Subject to sight draft.

FREIGHT

Freight prepaid on 5-case lots or on orders weighing 250 pounds or more and for bulk cereals the equivalent of 5 bags.

MAIL ORDERS

Are given special attention, and are shipped the same day as received, unless otherwise advised.

When ordering please specify brand, quantity and price to avoid delay and dissatisfaction.

WHITE SWAN CEREALS	Net Weight	Per Bag	Per Bbl.
Flaked Wheat—A guarantee in every barrel	100	****	.....
Barley, Pearl	98	.....	****
" Pot	98	.....	****
" Flaked	100	****	.....
Cornmeal, Gold Dust	98	.....	****
Flour, Buckwheat	98	.....	****
" Corn	98	.....	****
" Diet	98	.....	****
" Graham	98	.....	****
" Rice	200	****	.....
" Rye	98	.....	****
" Wholewheat	98	.....	****
Meal, Brose	98	.....	****
" Rye	98	.....	****
Oats, Rolled	90	.....	****
Oatmeal, Standard or Granulated	98	.....	****
Peas, Split	98	.....	****
" Flaked	100	****	.....
Rice, Flaked	100	****	.....
Wheat Kernels	98	.....	****
" Cracked	98	.....	****

Owing to fluctuation of the Cereal Market prices are subject to continual change. Prevailing list will be supplied upon request.

We pay freight on 5 bags or equivalent.

GOVERNMENT WARRANTY

WHITE SWAN Pure Food products are absolutely pure and guaranteed with Dominion Government Warranty.

GUARANTEE

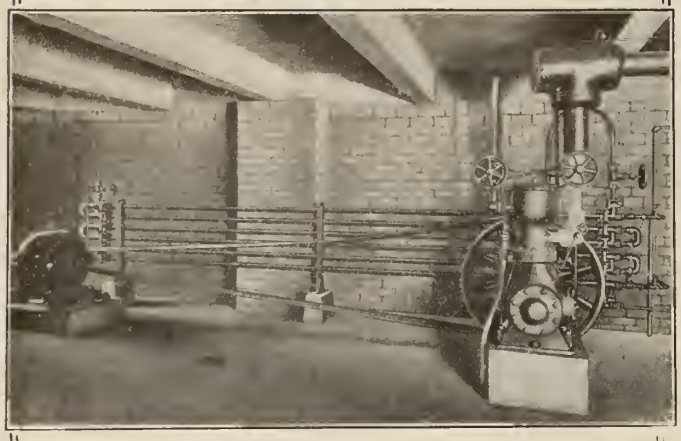
We never consider a sale complete until the customer is entirely satisfied, and our money-back guarantee permits you to return at any time any WHITE SWAN goods that are not found exactly as represented, or which prove unsatisfactory in any way.

We know our goods, and want none but satisfied customers.

White Swan Spices and Cereals, Limited

156 PEARL ST., TORONTO, CANADA

Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account.
Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.
We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

ASK FOR BULLETIN 2-B.

The Arctic Ice Machine Co.

The W. A. FREEMAN Co., LIMITED

HAMILTON, CANADA

Canadian Representatives.

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Cambridge Sausage, 1s, $2.40; 2s, $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50; Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½'s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼'s, 50c; ½'s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼'s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1 75; 2s, $2.85; 3s, $4; 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½ cts. lb.
In 50 lb. Tubs, 10½ cts.
In 85 lb. Tubs, 10 cts.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s flat, $1.45. Individuals, 55 cts. doz.
Pork & Beans, Tomato Sc Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.50; Individuals, 60c. doz.
Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flats, $1.50; Individuals, 60c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.
Clark's Chateau Chicken Soup, $1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spaghetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lb.	0 95
	Per jar
Durham, 4-lb. jar	0 98
Durham, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4 oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz., Faggots, 45c	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Ginger	0.90	0.90
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

Your customers know the high Quality
of

Del Monte
DRIED FRUITS

Absolutely the best, most carefully selected California Fruits.

CALIFORNIA FRUIT
CANNERS ASSOCIATION
LARGEST HANDLERS
FRUITS and VEGETABLES
IN THE WORLD.....

PRUNES
PEACHES
APRICOTS
PEARS
SEEDLESS
SEEDED
CLUSTER RAISINS

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Registered Trade-Mark

Trade-mark on every genuine package.

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

—

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

A Comparison

will prove the superior quality and packing of

"St. Nicholas"

Examine and compare with other brands.

—

J. J. McCabe
Agent
TORONTO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

The Robert Gillespie Co.
Broker and importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing, Truckage. Every facility for handling goods quick.
123 Bannatyne Avenue, Winnipeg.
Correspondence invited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

To Manufacturers
Do you require first-class representation in Ontario? We have an organization covering the whole Province, and are able to take on a few more really good lines. Best of references.
Apply EDWARDS, CAMPBELL CO.,
64 Colborne St., Toronto.
Phone Main 6628.

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

The marmalade for the millions Popular Priced

Not alone do you get a big tumbler of marmalade for a popular price, but you get a pure fruit quality, rich, wholesome and delicious in flavor.

Waddell's Marmalade and Jams meet the demand for good goods at a popular price.

Waddell's new pack Marmalade and Jams should now be shown on your counter.

Write for prices.

The Waddell Preserving Company
SARNIA, ONTARIO

COFFEE—a trade magnet!

Good coffee not only attracts, but having attracted, holds the trade and this means increased business on other lines. Let Chase & Sanborn's High Grade Coffees be your magnet.

CHASE & SANBORN
MONTREAL

Buyers' Guide

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

WANTED

MANAGER FOR FIRST-CLASS BUTCHER and grocer business, disengaged the first of February. Experienced all-round man, good buyer and used to the controlling of staff; can furnish best of references and am well recommended. Box 124, Canadian Grocer. (Jan. 14-21)

WHOLESALE GROCER MANUFACTURING expert wants position managering or manufacturing everything in food products and grocers' sundries; thoroughly up-to-date list furnished. Box 123, Canadian Grocer. (Jan. 14-21)

WANTED — UP-TO-DATE MANAGER FOR two general stores four miles apart, catering to mining, farming and fishing population; stock of $15,000, doing about $70,000 yearly. Must be good circular advertiser and have experience in getting cash business; owner in ill-health and has other matters requiring attention. A splendid opening for a young man who is not afraid of hard work and living in small town to work into an old-established business and eventually take this over on his own account. Must be highly recommended. J. T. Irwin, Port Morien, N.S.

TEA EXPERT, OVER TWENTY YEARS' experience, requires position as traveler or buyer. Eleven years with present firm. Box 125, Canadian Grocer. (Jan. 21-28-Feb. 4)

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 126, Canadian Grocer.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover $50,000.00. Price right. Apply Box 127, Canadian Grocer.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

"The Utmost in Lemons"

Placido Costa & Co.

MESSINA BRANCH AT CATANIA

Agents for Canada Wanted

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH

WELLINGTON

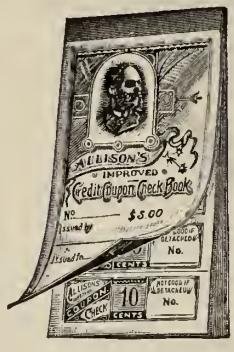
JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Coupon Books

Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or

ALLISON COUPON COMPANY

532 East Market St.

Indianapolis, Indiana, U.S.A.

For Eggs of the Highest Quality—the kind that please the most exacting— Write to

THE TILLSON EGG FARM

BRACEBRIDGE, ONT.

"Canadian Air-Line" Honey

The BEE-MADE Honey

PURE ATTRACTIVE TASTY

The Root Canadian House

185 Wright Avenue, TORONTO

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

Phone 1577. London, Ont.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

Mention this Paper when writing the advertiser.

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY
ALL
JOBBERS

¼-lb. tins—
3 doz. in case

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

QUALITY AND STRENGTH

IN

Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders
Jelly Powders
Egg Powders
Baking Powder
Pudding Powders

Icings
Ice Cream Powders
Oriental Sauces
Fruit Sauces
Unfermented Wines and Cordials
Mince Meat
Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

MINCE MEAT

WE are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs
40-lb. Kegs
20-lb. Kegs
5-lb. Tins

F. W. FEARMAN CO., Limited

HAMILTON

OLIVE OIL

A limited quantity left of highest grade Extra Virgen Finest French Packed Olive Oil in Tins—

½ Gal. Size (c/s 20 Tins) .... $1.10 Tin
1 Gal. Size (c/s 10 Tins) .... 2.15 Tin

Pure Olive Oil is becoming more and more recognized as having a high food and medicinal value.

High Grade Olive Oil is very scarce. Our quotations are below to-day's cost of importation.

Warren Bros. & Co.

LIMITED
Queen and Portland Streets
TORONTO, ONT.

"Brunswick Brand' Again, Please"

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

Connors Bros., Limited

BLACK'S HARBOR, N.B.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
American Vineyard Co. .... Inside Back Cover
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries .. 1

B

Baker, Walter, & Co., Ltd. .. 49
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. .. Inside Front Cover
Bickle & Greening 48
Borden Milk Co. 3

C

California Fruit Canners' Association 49
Canada Foods, Ltd. 53
Canadian Cereal & Flour Mills Co. 41
Canadian Salt Co. 9
Cane, Wm., & Sons Co., Ltd. 4
Catelli, C. H., Limited 42
Channell Chemical Co., Ltd.. 8
Chase & Sanborn 51
Church & Dwight 8
Clark, Ltd., W. 7
Concord Canning Co. 8
Connors Bros. 54
Crescent Mfg. Co. 52

D

Dominion Canners 5
Dominion Glass Co. 16

E

Eckardt, H. P., & Co. 47
Edwards, Campbell Co. 50
Escott & Co., W. H. 50
Eureka Refrigerator Co. 15

F

Fearman, F. W., & Co. 53
Freeman Co., W. A. 46
Furnivall-New 12

G

Gillespie, Robert 50
Guelph Soap Co. 56

H

Hamilton Cotton Co. 53
Hargreaves (Canada), Ltd. . 9
Hygienic Products Co. 4

I

Imperial Extract Co. 43

K

Kearney Bros. 39
Knox Co., Inc., Chas. B. 4

L

Lambe & Co., W. G. A. 50
Laporte, Martin, Limitee 55
Leacock & Co. 15
Lemon Bros. 49
Lightcap, O. F. 50

M

Mackenzie & Morris 50
MacNab, T. A., & Co. 50
Magor, Son & Co. 16
Malcolm's Condensing Co. ... Inside Front Cover
Mann, Laurie & Co. 52
Mathieu, J. L., & Co. 56
McCabe, J. J. 49
McCaskey Register Co. 6
McVitie & Price, Ltd. 56
Millman, W. H., Sons 50

N

National Licorice Co. 9
Nickel Plate Stove Polish Co. 53

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 50
Pennock, H. P., Co., Ltd. 50
Placido Costa & Co. 52
Pure Gold Mfg. Co. ..Front Cover

R

Red Rose Tea 15
Rennie Co., Wm. 11
Rock City Tobacco Co. ..... Inside Back Cover
Root Canadian House 52

S

Sheznoka Ken Tea Guild ... 13
Smith & Son, E. D. ..... Back Cover
Stevens, Hepner Co., Ltd. ... 8
St. Lawrence Sugar Refining 11
Stuarts, Limited 11
Symington, Thos., & Co. .. 12

T

Tillson Egg Farm 52
Tippet & Co., A. P. 2
Thum Co., O. W. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Waddell Preserving Co. 51
Wagstaffes, Limited 14
Walker, Hugh, & Son 48
Warren Bros. & Co. 53
Watson & Truesdale 50
Webb, Harry 50
Wethey, J. H., Ltd. 10
White & Co. 44
White Swan Spices & Cereals, Limited 45
Woodruff & Edwards 11
Woods & Co., Walter 44

LAST OPPORTUNITY

Your supply of staple groceries for many weeks can well be bought at the following prices, because these goods are of the finest quality and will most probably increase in price before the end of January.

Every economical buyer should take advantage of this opportunity.

LOOK AT THOSE PRICES!

10,000	Cases	TOMATOES, St. Lawrence Brand, 24/3s	$1.00 doz.
5,000	"	TOMATOES, Prince Edward Pride, 24/3s	1.00 doz.
3,000	"	CORN, Victoria Brand, 24/2s	.90 doz.
800	"	PEAS, Mountain Crest Brand, 24/2s	.85 doz.
300	"	BEETS, St. Lawrence Brand (Sliced), 24/3s	.75 doz.
200	"	WAX BEANS, St. Lawrence Brand, 24/2s	.90 doz.
2,000	"	APPLES, St. Lawrence Brand, Gallons, /6s	2.40 doz.
400	"	PEACHES, Garden City (Light Syrup), 24/2s	1.30 doz.
300	"	PEARS, Garden City (Light Syrup), 24/2s	1.05 doz.
200	"	LAWTONBERRIES, Vine Brand, 24/2s	.90 doz.
1,000	"	RASPBERRIES, Columbian Brand, 24/2s	1.20 doz.
1,000	"	SALMON, "Cavalier" Brand (White Spring), 48/1s	3.25 case
1,000	"	SALMON, Scottish Lion Brand (Pinks Cohoes), 48/1s	3.60 case
500	"	PRUNES, Oregons, 40/50	.10 lb.
300	"	PRUNES, Oregons, 30/40	.10½ lb.
300	"	RAISINS, Seeded, Daphne, Californias, 16 oz.	.09½ pkg.
500	"	RAISINS, Seeded, choice, 12 oz.	.08 pkg.
500	"	SEEDLESS THOMPSON RAISINS, 50/loose	.11½ lb.
400	"	CALIFORNIA NOT-A-SEED, 36/15 oz.	4.20 case
280	"	CALIFORNIA NOT-A-SEED, 48/12 oz.	4.55 case
200	Boxes	CIGARS, Selected Havana Brand, 50s	1.00 box

F.O.B. MONTREAL — Net 30 days.

Prices subject to change without notice.

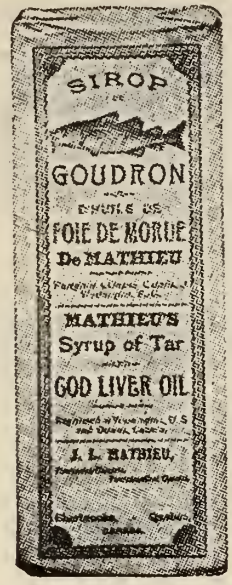
No transaction considered closed before you are entirely satisfied with your purchase. If it is not right, this house will make it so.

Now is the time to send your order!

By Telephone Main 3766 at our expense **By Telegraph "LAPORTE," Montreal**

LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West **Montreal**



Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC

Sure Profit

The quick sales and repeat business resulting from a display of Wonderful Soap mean bigger profit to you.

Your customers know this all-round cleanser in the neat, red label. It lightens the labors of wash day without injuring the most delicate fabric.

Wonderful Soap makes an attractive window or counter display—one that never fails to produce results.

A trial order to-day will start things going in your soap department.

Guelph Soap Company
GUELPH ONTARIO

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's
HIGH-CLASS
BISCUITS

from the following appointed Agents:—
Nova Scotia: C. E. Choat & Co., Halifax, N.S.
Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).
Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.
Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.
British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

11 x 22 six-color display card mailed on application.

The World's Finest Seedless Raisins

"IDEAL"—"NOT-A-SEED"

Grown and Packed in California

They're ready for your finest Christmas trade with their sun-cured wholesomeness, their fine quality—clean and dry (not processed).

These raisins are used in millions of homes and have given absolute satisfaction for over twenty years.

YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM

Put up only in this Package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CANADIAN AGENTS:

Eugene Moore, Toronto, Canada.
Kelly-Douglas Co., Vancouver, B.C.
Nicholson & Bain, Winnipeg, Canada
Universal Importing Co., Montreal, Que.

No. 32

Grata with Old Bate

(Canada's 105-year-old Pioneer)

A Boost for Tobacco and a Knock for Liquor

I see so much in the papers about the way the Governments are limiting the sale of liquor and in the same papers I read "Send tobacco to the soldiers" that it looks like tobacco was considered almost a necessity to the boys at the front."

I know that tobacco has been a good friend to me and in my old days I do so much enjoy my chew of

King George's Navy

You know its got a flavor I never noticed in other tobacco I guess that's the good quality.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Where Quality Is Appreciated

E.D.S. Quality Jams

Are the Delight of the Canadian Breakfast Table

The pure, fine quality flavor of E.D.S. Jams are as much appreciated by the millionaire as by the rollicking child when it comes to the breakfast table.

Made from the finest Winona fruits, purest cane sugar and the trickling fresh water from the mountain springs, these jams have a toothesome wholesomeness which is appreciated by the makers of Canada's homes.

Now that the home fruits are almost done, you should give E.D.S. Jams a prominent display in your windows and on your counters.

Order your supply.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

In this Issue Stock-taking Methods of Retailers: Reverses in Co-operative Movements.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JANUARY 28th, 1916 No. 4

Quality—First—Last—Always

The new discovery that means greater safety for your customers and better sales for you.

No After-Glow Matches

Canada's Household **Golden Glow**

Manufactured by

The Rathbun Match Co. Ltd. Deseronto

Strike one of these Matches just once—anywhere—see the full bright flame, that flares up instantly. Watch how it burns freely and steadily to the end, throw the match wherever you please, without the least fear of fire, for no light is left when the flame expires, it has no After-Glow.

Sold in Ontario by

EDWARD ADAMS & CO., London
EBY-BLAIN LIMITED, Toronto
W. H. GILLARD & CO., Hamilton
W. G. CRAIG & CO., Kingston

Little Miss "MAIDEN" CANADA

Registered

—Take the time to look into

COWAN'S *Perfection* COCOA

—YOU WILL FIND IT TO BE UNEXCELLED.

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.

The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."
"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

Atlantic Sugar Refineries Limited Montreal

Actual results of a century have proven the superiority of Cox's Gelatine

When you are asked for a jelly powder, and you are sure to get considerable call as the home preserved fruits become used up, remember the package on your shelf with the checker-board pattern.

Keep your stock of Cox's Gelatine on display and don't hesitate to recommend it to any and every customer. It has been tested and proved the purest and finest quality on the market for the past century.

AGENTS:

Arthur P. Tippet & Co., Montreal

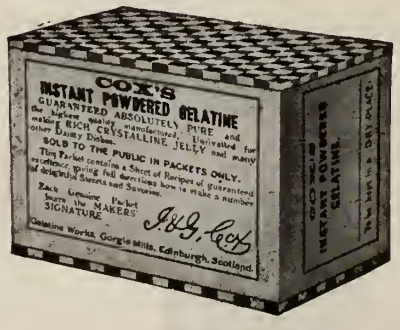
Teese & Persee, Winnipeg

Mason & Robinson, Vancouver

COX'S

Instant Powdered

GELATINE


COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE
SOLD TO THE PUBLIC IN PACKETS ONLY.
Each Genuine Packet bears the MAKERS SIGNATURE
J. & G. Cox
Gelatine Works, Gorgie Mills, Edinburgh, Scotland.

Remember the Checkered Box

Canada's Finest Milk Only is Used in Borden's Milk Products

First, the finest dairy section is selected, then the milk of the best herds of cows is contracted for. This is how the Borden factories are placed to get the best milk possible. After this comes the Borden regulations which control the quality of the milk, the handling, keeping the cows clean and healthy, the milking and the delivery of the milk to the factory. The keenest inspection is kept up, with the result that the Borden organization has fixed the standard of the milk wherever their factories are located.

Upon the right handling of the milk in the shortest possible time after milking depends the purity as much as the quality of the milk depends on the care and feeding of the cows. It is this proper handling made possible by the unparalelled facilities of the Borden organization that has popularized the Borden Milk Products and placed them in the first row of nearly every grocer's shelves in Canada, and produced an ever-increasing demand for him to supply.

If you're not handling Borden's Milk Products—Why?

Borden Milk Company, Limited

"LEADERS IN QUALITY"

Montreal

Branch Office—Arcade Building
VANCOUVER

and other equally pure products

Riteshape

Start in the **Riteshape.**

Join the big society of **Riteshape** retailers in Canada.

Bring your bulk food business up to a fancy, satisfactory plane. Get a bigger and more profitable bulk food business.

Riteshapes make this possible.

There is one fact only that we want to impress on you in 1916. If we succeed it will be good for you and good for us. It is this: A **Riteshape** dish will make any food look better, sell better and give better satisfaction than has ever been before.

And there is a **Riteshape** for every food.

Get **Riteshapes** from

VICTORIA PAPER & TWINE COMPANY

TORONTO **MONTREAL**

The Oval Wood Dish Company

Manufacturers

DELTA, OHIO, U.S.A.

You Want a FREE SALESMAN?

Let Us Loan You Some Salesmen—FREE

Best for Coffee, Salads, etc.

Best for Baby, Cake, Candies

One will catch the eye of your woman customer every time she passes your store and will try to make a sale for you.

Another standing just by the counter will call her attention to a saving by making another sale for you.

Still Another will hold up the Article with an appeal to the Mother with Babies.

All these and more to help you sell—FREE.

Just sign the coupon, or drop a postal, asking for our Free Squad of Sales Makers.

We will do the rest.

FREE SALES MAKERS COUPON

Please send me Free Squad of Sales Makers without expense or cost.

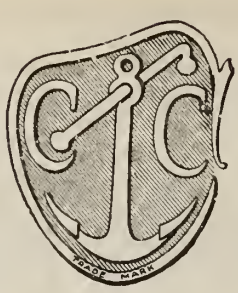
Name.... .....

Address.... ....

Prov..... .. ..

The Aylmer Condensed Milk Co., Limited

HAMILTON, CANADA



WE take pleasure in announcing that we have been awarded by the Panama-Pacific International Exposition the Grand Prize (highest award), the Medal of Honor, and the Gold Medal; the three highest prizes given by the Exposition, the first one of which is awarded to only one exhibitor in any particular line. The verdict of the International Jury for the Exposition is that our caps and machines are the best in the world. This verdict could not be otherwise, as caps manufactured by us are the only caps in the world adapted to pack articles in all sizes of glass, to pack under a vacuum, and to secure the cap to the glass by a mechanical seal without subjecting the glass to breaking pressure.

¶ The machines used in applying the caps are the only machines in the world constructed with balanced sealing pressures, with the highest vacuum, and the highest speed of operation, and they are the only ones on the market which have gone into international use.

¶ The new processes developed in our research laboratory permit the commercial packing of fish, meat and vegetable products in glass for the first time, and our methods of sealing glass and of processing food combined make it possible for the first time to preserve many food products which have never been packed before.

Anchor Cap & Closure Corporation

Clark's Pork and Beans

out and out Canadian
out and out British.
We don't "Knock"
our competitors.
We "Boost" our own products.

WHILE THE WAR LASTS

however (and afterwards if you wish) don't go outside your empire for your supplies.

We consider ours the BEST within the empire.

W. Clark, Limited, Montreal

Clark's

Don't spend two dollars in imported goods when one dollar invested in

- WAGSTAFFE'S -

Celebrated Orange Marmalade

will give you as good profits and more satisfaction. Help to keep Canadian labor employed and Canadian money in circulation by giving Wagstaffe's made-in-Canada Marmalade the preference over imported goods which, if as good, cost more money and on which deliveries are uncertain owing to the war conditions. For your own sake, for your customers' sake and for patriotic reasons feature Wagstaffe's Marmalades this season. We use only the finest Seville Oranges and the best granulated cane sugar. We supply Canadian Hospitals in England, the War Office and the Admiralty. *The new season's supply is ready for immediate delivery. Order now.*

Wagstaffe Ltd.
HAMILTON, ONT.

One out of 99 other good reasons that sell GIPSY, is the fact that the user knows 10 cents invested in

GIPSY
Stove Gloss

goes farther because it pays for a different and better pack—the novel double package that aids economy, and prevents waste.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.

Leacock's

Yes, that's the name of the high-grade molasses that leads in quality and popularity.

Extra Fancy and Extra Choice

—made from the pure sugar cane, hence Leacock Quality is absolutely guaranteed.

INSIST UPON HAVING LEACOCK'S.

Leacock *and* Company

Exporters of highest grade Molasses

BARBADOS, B.W.I.

When you sell

HEINZ
57
VARIETIES

PURE FOOD PRODUCTS

You give your customers—Goods Made in Canada—from Canadian Materials—by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Take advantage of our offers, and place your business with us for your requirements of

TEAS TEAS

Our Stock is Complete

We carry a fine assortment, including:

5000 PACKAGES

Japan Teas, Siftings and Fannings
Young Hyson
Ping Suez, Moyune
Pin Head and Pea Leaf Gunpowders
Indian and Ceylon Black
Orange Pekoe
Blends
"PRIMUS" Black and Green Teas in Packages

WE HAVE THE QUALITY. WE GIVE YOU THE PRICE.
OUR SERVICE IS PERFECT. GET OUR SAMPLES, WE HAVE NO FEAR.

If Interested in

CANNED GOODS

JUST GLANCE AT THESE

1915 Pack

"CRUSADER" Tomatoes, 3s	$1.00 doz.
"CRUSADER" Corn, 2s	.85 doz.
"CRUSADER" Standard Peas, 2s	.85 doz.

Net F.O.B. Montreal

Finest Quality ROLLED OATS "Canada's Best"
90 lbs. Sack $2.40 Per Sack

We can save you money. TRY US.

L. CHAPUT, FILS & CIE, LIMITÉE

Wholesale Grocers and Importers ∴ ∴ MONTREAL

Give them the best.

St. Lawrence

DIAMOND GRANULATED

100% Pure Cane.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

REMEMBER!

When That Traveller Calls, You Want

IMPROVED GEM PERFECT SEAL

and

CROWN

FRUIT JARS

They cost no more than the substitute and you have a reputable Canadian Company to back them up for quality. Our jars are made from strong, clear glass, fitted with sure sealing sanitary glass tops, metal fittings, and good quality rubber rings. Be sure you order Canadian-made Jars.

THE DISCRIMINATING HOUSEWIFE WILL DEMAND THEM.

We recommend and guarantee Perfect Seal jars for processing and canning.

Manufactured by

DOMINION GLASS COMPANY, LIMITED

MONTREAL TORONTO HAMILTON WALLACEBURG REDCLIFF

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

GOLD DUST

makes satisfied customers

Gold Dust has no equal as a cleanser. Every woman knows this from experience—and every merchant who does has profited by it.

Continual advertising keeps Gold Dust before the housewives—and once Gold Dust is included in an order it will become a regular habit.

You can depend on Gold Dust to make satisfied customers—just as women depend on it to reduce their housework.

THE N. K. **FAIRBANK** COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

JAPAN TEA

You have sold it.
You are selling it.
You can sell more.

We are assisting grocers everywhere to increase their tea sales by advertising this delicious, wholesome natural green leaf tea to the consumer. Feature Japan Tea in your displays. Results count.

Your wholesaler can supply you with any grade you may desire.

War Is Still On

A drive until the 15th February

CANNED GOODS

Simcoe Brand

Tomatoes, 3s, - - - 97½c.

Corn, 2s, - - - - - 87½c.

English Garden Peas, 2s, 87½c.

Terms: Net 30 days, Ex Warehouse, Montreal

Hudon, Hebert & Cie, Limited

MONTREAL

A MASTER BLEND

The Tea with an inimitable and distinctive flavor, splendid richness and full-bodied strength—a master blend of Assam Indian Teas and Ceylons. The tea that, by right of quality and value, should naturally be the grocer's LEADER.

Tell your wholesaler you must have

DA COSTA & CO.'S

EXTRA FANCY BARBADOS

MOLASSES

You know it will give satisfaction both to your customers and yourself, and the price is no higher than for other brands.

INSIST UPON HAVING "DA COSTA'S"

The brand of proved excellence.

We have got the Refrigerator you want

The Eureka Line embraces every size and style of refrigerator, from the small Household, up to a Cold Storage. Back of every

Eureka

is a guarantee of satisfaction —the result of an experience of thirty years in refrigerator manufacture.

Our catalogue will give you complete detailed information regarding the satisfaction-giving Eureka. We would like also to draw your special attention to the number of patented features our line contains—a certain sign of real superiority.

Send a card for the list to-day. **Remember, whatever you require in the refrigerator line, we can supply you.**

Eureka Refrigerator Co., Limited

31 BROCK AVE., TORONTO

Introduce

Robinson's "Patent" Barley

to your customers who have the care of infants, invalids and the aged. It's the most nourishing and easily digested food for weak stomachs.

And ALL Babies Thrive On It.

Order from your wholesaler.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

TEA

With the shortage of Tonnage and all the difficulties and delays in connection with bringing goods from the far East, this is no time to pursue a policy of hand-to-mouth buying, but on the other hand, anticipate your requirements and buy Spot goods when you see them right.

Write us for samples of anything you want and they will be cheerfully forwarded to you with the lowest possible quotations.

John Duncan & Co.

Established 1866 MONTREAL

CANADIAN GROCER

VOL. XXX TORONTO, JANUARY 28, 1916 No. 4

Grocers Will Buy More This Spring

Heavier Purchasing Anticipated Than Year Ago in View of Better Outlook—Stocks in Retail Hands Equal to or Greater Than Last Year, as Shown by Inventory Figures — Stock-taking Forms in Use.

Written from the Replies of Thirty Merchants.

HOW many grocers take stock each year?

Are stocks in grocers' hands to-day less, equal to or greater than they were at this time last year?

In view of the business outlook, will spring buying be equal to, less or greater than a year ago?

These were some questions submitted by Canadian Grocer recently to a number of retail dealers. Their replies present some very interesting and valuable information. Out of 30 dealers heard from, 28 stated that they took stock, the majority once a year, a few twice a year, and one or two every two years.

Twelve say that their grocery stocks are about the same as a year ago, eleven say they are greater, and four that they are less. The others did not declare themselves on this point.

In regard to spring buying eleven say that they will purchase about the same as a year ago, twelve that their buying will likely be heavier, and only two declare that they will be buying less. The remainder were non-commital on this point.

These facts show that the grocery business on the whole, is in a most satisfactory condition. The retailers were selected at random from all over the country so that what they say should represent fairly well the general conditions in so far as amount of stock carried and spring purchasing are concerned.

Here are the retailers' statements themselves:

Alberta Grocery, Calgary, Alta.—"We take stock annually and always on New Year's Day. We use a sheet of plain ruled paper for the item and price. On investigation this year we found we had a smaller stock than a year ago and would say that our buying will be about same as last spring."

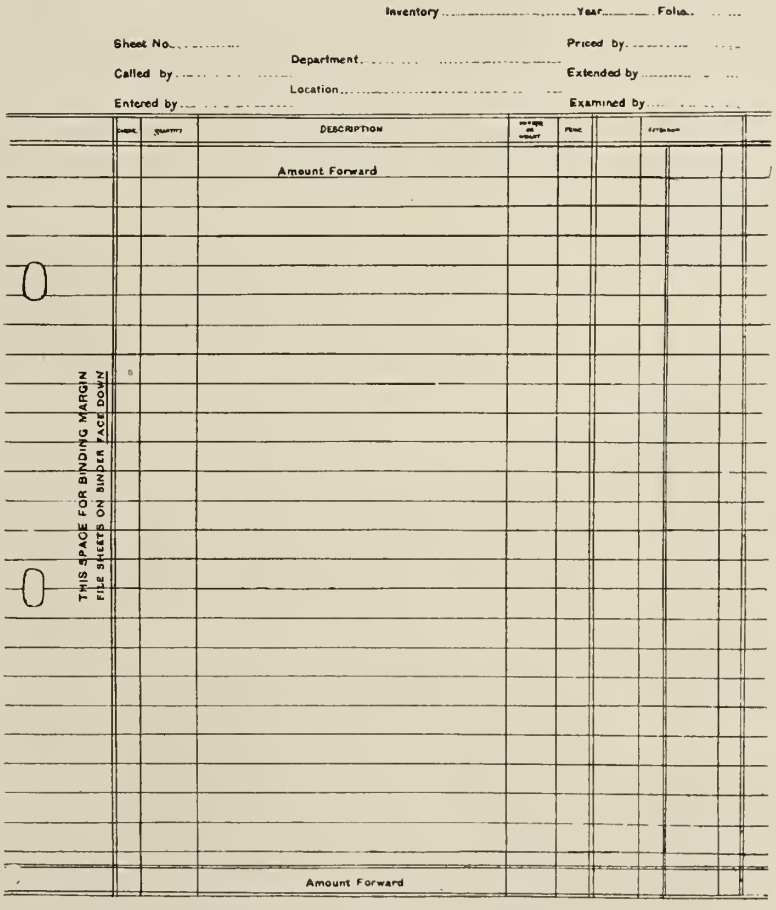
* * *

Magrath Trading Co., Magrath, Alta.—"Our stock is gone over each year early in January. Present stocks as compared with a year ago are about the same and we expect to do much the same buying as we did last year."

* * *

Norman Young, High River, Alta.—"It has been our custom to take stock annually in the past and in the future we are going to take it semi-annually on Dec. 31st, and June 30th each year. We are enclosing herewith one of the forms on which we record our stock. This year our grocery stock is about the same as last, but in view of the outlook we anticipate doing heavier buying this spring."

* * *


Inventory ..... Year ..... Folio ...
Sheet No. ..... Priced by .....
Called by ..... Department ..... Extended by .....
Entered by ..... Location ..... Examined by .....
DESCRIPTION
Amount Forward
THIS SPACE FOR BINDING MARGIN FILE SHEETS ON BINDER FACE DOWN
Amount Forward

Inventory form used by Norman Young, High River, Alta.

A. Reeves, Edmonton, Alta.—"We take stock semi-annually at the end of May and the end of November each year, using a special stock book for the purpose. We think we have about the same amount of stock just now as a year ago. Being in the city our policy has always been to let the wholesaler carry the stock, while we work on the smallest possible outlay. I expect that in view of the good outlook we shall buy a little heavier than a year ago."

* * *

Agnew Bros., Shellbrook, Sask. — "Our policy has been to take stock each year in January. This year our stock is probably a little lighter than last, but our method is 'purchase only for immediate sale.'"

* * *

Evans & Lougheed, Outlook, Sask.—"August 1st is the date set apart for our annual stock

Check	Quantity	Description	Selling Price	Cost Price	Extension
	6 doz.	Tins corn, 2's	10	.95	5.70
	3 doz.	Tins peas, stds.	10	.95	2.85
	12 doz.	Tins tomatoes, 3's	13	1.10	13.20
					——$21.75

The stock-taking form used by O. Bodkin, 474 Central Ave., London, Ont. Mr. Bodkin takes stock twice a year.

taking. We have never taken stock in January when our stock is about the heaviest, so we cannot compare our present stock with that of last year. We think, however, our canned goods stock is a little lighter than last year. We consider business will be better as there is more money and wheat in farmers' hands and therefore we expect to purchase a little heavier than last spring. We use a form for our annual inventory, much similar to one we saw in one of your trade papers."

* * *

P. E. Gagnon, 52 St. Joseph street, Quebec, Que.—"We take stock each year in June, using just a plain ordinary stock sheet. We think our stock at the present time is about the same as a year ago, but we anticipate that our purchasing will be about 15 per cent. more than usual, in view of the good outlook."

* * *

J. O. Montplaisir, Drummondville, Que.—"Yes, we take stock annually about the 1st of February. Our present stock is larger than a year ago, and we expect to do about the same purchasing this spring as last."

* * *

N. Lalonde, Charlevoix St., Montreal, Que.—"It has been our custom to take stock each year on the first of February. At time of writing we have not taken it this year, but we figure that we are carrying 10 per cent. more than last year. Our purchasing this spring will be about the same as a year ago."

* * *

Geo. Dixon, Huntingdon, Que.—"We take stock bi-annually in January. Our present stock is about the same as last year, and we anticipate buying will be also about the same."

* * *

Hon. J. D. Ryan, St. John's, Nfld.—"It has been our custom always to take stock once a year and that during the first week of Jannary. While at time of writing our inventory is not yet complete, our stock is about as usual and we anticipate our buying will be about the same as a year ago, but some lines not in as large quantities. The exception to this will be teas."

* * *

Monty Bros., Granby, Que.—"We take stock each year in January. Our present stock is about same as a year ago, but we anticipate buying will be greater as there is more confidence throughout the district. The scare is practically over."

* * *

T. O. LeBlanc & Son., College Bridge, N.B.—"Our policy is to take stock each year in March. We think our stock this year is about the same as last, and we do not anticipate much change in purchasing this spring."

* * *

John Dewar & Sons, St. George, N.B.—"Our stock at the present time is about 10 per cent. lighter than a year ago. We have given fewer orders for spring than last year, believing it is well to go along carefully."

* * *

Jas F. McQuire, Southampton N.B.—"We take stock each year on the 1st of January. This year we found our stock to be about 1-5 more than a year ago, and looking ahead we expect to purchase in smaller quantities."

* * *

L. J. Lane, Melrose, N.B.—"First of February is the date set apart for taking stock each year. Stock to-day is a little heavier we believe than a year ago, and I will be buying more this spring as trade is better than a year ago."

* * *

F. Hill, Lockman St., Halifax.—"We take stock annually, this year on the 3rd of January. We also take an inventory which is kept in one of the local bank vaults. Our present stock of groceries is about the same as a year ago, but if anything it is larger. We have larger stocks of tea, salmon and lobsters. Prices on many lines are more apt to go up than down. Our policy in the past has been to buy as much as possible in the autumn when prices are lowest, and we stock sufficient canned goods, potatoes, vegetables, dried fish, jams and anything else likely to go up in price to last us until May."

* * *

The Two Barkers, New Glasgow, N.S.—"Each January we take stock. We find stock this year about the same, but possibly 10 per cent. less than a year ago. In view of the outlook purchasing this spring is likely to be more than last year on account of better conditions. We do a spot cash business so the inventory form we use is a very simple one. We do not have a bills receivable item in our inventory, and it is merely a matter of counting the stock on hand and deducting the bills payable to strike a balance for the year. We have completed stock taking and have had a very successful year. In fact, the best in our history, and we are pleased to say that conditions look favorable for 1916."

* * *

S. P. Goudey, Yarmouth, N.S.—"We take stock annually on Dec. 31st. This year we find our stock of groceries about a third more than last. Our purchasing will be done as we find it necessary."

* * *

John Munro, Pictou, N.S.—"We take stock annually on the 1st of Jan. We find our stock of groceries to be about same as last, and our buying will be at least equal to last year, if not more."

* * *

Kirk Bros., Yarmouth, N.S.—"Jan. 1st is the day set apart for taking our stock each year. Present stock is well up to our requirements and we expect our purchasing will be fully as much as a year ago if not more."

* * *

A. Snyder, Roncesvalles Ave, Toronto.—"We take stock each year on the first of January. This year we found our stock of groceries to be about the same as last. Purchasing this spring will be

about the same as usual as I buy as I need the goods. I find it pays better in the long run."

* * *

W. J. Mellen, Brantford, Ont.—"We take stock in March each year. At time of writing we believe our stock is slightly greater than a year ago, and we will require more goods this spring as business is much better."

* * *

R. A. Climie, Listowel, Ont.—"We take stock every year about February. Our present stock of groceries is about the same as a year ago, and as prices are generally high, we are not buying heavily."

* * *

O. Bodkin, London, Ont.—"We take stock twice yearly in January and in June. We would estimate that our present stock is in the neighborhood of from 15 to 20 per cent. greater than a year ago and we expect to carry larger stocks this spring than last, and at the same time a better assorted stock."

* * *

J. A. Mulligan, Wardenville, Ont.—"Stock is taken in our store each year in February. We expect our figures to be high this year as we believe we are carrying bigger stocks than last year. Our buying this spring should be about same as usual."

* * *

C. H. Pickering, Kingston, Ont."We take stock each year in February. While we have not gone into the matter yet, we believe that our present stocks are higher than they were a year ago, and I thing spring purchasing will be about the same."

* * *

Tassie & Co., Dresden, Ont.—"In January each year we take stock. Our stocks this year are slightly larger, we believe, although at the time of writing, we are not through taking stock. Our purchasing this spring should be about the same as last year."

* * *

John G. Weldon, Cannon St., Hamilton, Ont.—"We do not take stock each year, and it is some time now since we have done so. We believe, however, that our stock is about the same as last year. I believe that too heavy a stock should not be carried, and I am making an endeavor to reduce it."

* * *

W. B. Leslie, Thamesford, Ont.—"Stock is taken each year in January. We use just an ordinary stock book. We have a heavier stock we believe, this year although we have not finished the work at time of writing. We believe our purchasing will be about the same as a year ago."

Too Much Horse Cruelty

Guelph Merchant Maintains That Delivery Horse Should Have Better Care—Horse Show Helps to Produce Better Outfits.

By Charles T. Hicks, Guelph, Ont.

THERE is one branch of the grocery business which I think should be looked after more closely than it generally is by most grocers, and that is the delivery system. These days we hear a great deal about auto delivery, but so far there are very few grocers that are not using horses outside of the cities, and even there the losses are by far the most generally used.

Now what I should like to see you do is to get some good horseman to write up a few articles on the general care of a horse, so as to keep it in good condition. The way some men and boys treat a horse is positively cruel, and just because it's only a delivery horse there is nothing said or done about it; while if the drivers had their deserts they would be fined or sent down for 30 days.

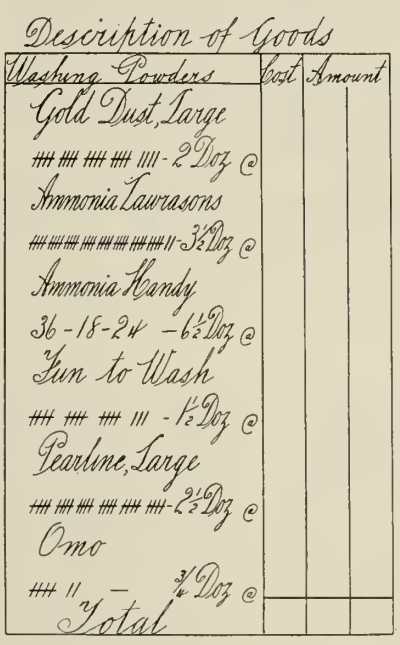
Travelers have told me that in Guelph we have the best class of delivery outfits of any city they work in, and I am sure that it's just through a friendly spirit of rivalry. We usually have a horse show here in the spring and our fall fair, and there are classes for delivery horses in both shows. Last December we had the management of the Winter Fair put on a class for local delivery outfits and while there was no prize money—only ribbons given—we had eight entries which made a good showing in the arena and was a splendid advertisement for the merchants who took part. We had quite a lot of compliments from our customers on our success at the show, and we were both surprised and gratified at the number of ladies who told us they had gone to the Fair on that particular evening, to see the delivery horses judged. The real reason for putting these classes on at the shows was to get the drivers to take good care of their horses, and I think the general appearance of the delivery outfits here is proof that it has been a success.

Of course some merchants have themselves to blame to a certain extent for the poor appearance of their outfits They won't spend a few dollars extra to have their waggons nicely lettered or to buy a good set of harness to encourage their drivers to take an interest in their work. And if the drivers see that the owner doesn't care they soon become careless themselves. I hope you won't think this article too long, and that it will be the means of making the lot of the delivery horse more pleasant than it generally is.

A SATISFACTORY STOCK BOOK

By Daniel McClean, Owen Sound, Ont.

Thinking you would be open to suggestions that might interest grocers. I thought I would write you in regard to a stock-book that I have used for some time and found very satisfactory. It is in the form of an index-book on a large scale, and is entered in the way of the enclosed sample. For instance, some goods may be in the stock room and others of the same kind on the shelf, and by turning up to the letter—pages are alphabetically arranged—the first lot is entered under, you just add the balance and extend all to the end of column. When you are through you have all of one kinds of goods together, and a cost-book as well as a stock-book combined.


Description of Goods

Washing Powders	Cost	Amount
Gold Dust, Large		
//// //// //// //// //// - 2 Doz @		
Ammonia Lawrasons		
//// //// //// //// //// //// // - 3½ Doz @		
Ammonia Handy		
36-18-24 - 6½ Doz @		
Gun to Wash		
//// //// //// /// - 1½ Doz @		
Pearline, Large		
//// //// //// //// //// - 2½ Doz @		
Omo		
//// // - ¾ Doz @		
Total		

Stock-taking form used by Daniel McClean, Owen Sound, Ont.

AMENDMENTS TO LIEN LAW

Retailers of lumber, cement and various other kinds of building material believe that there should be some new amendments to the Lien Law in Ontario, and as sending in their suggestion to the central office of the Retail Merchants' Association. All retailers who have suggestions in this regard are invited to send them in also.

Reverses in Co-operative Movement

Financial Statements of Fourteen Canadian Societies Presented—Official Organ of the Union Deplores Certain Existing Conditions—Backward Tendency Reported — The Dividends Paid.

IN a recent issue of the "Canadian Co-operator" published in Brantford, Ont., in the interests of the co-operative society movement in Canada, there appears statistics on fourteen different co-operative societies in this country. These statistics indicate that the co-operative movement is having a more or less checkered career. The figures are for the year 1914, which of course means they were published practically a year late, and they do not deal with all the Canadian societies affiliated with the Co-operative Union of Canada. In the same issue as this summary of the financial conditions of 14 societies, there is given a list of twenty-two associations in affiliation with the Co-operative Union of Canada. It may be that the remaining eight were added during the past year.

To obtain a definite idea of the business being done by these societies it is necessary to study the statistical table; so it is reproduced herewith. It will be seen from this that the fourteen associations had a turnover of $1.133,081.11 during 1914. It is not possible to compare this total with that of the previous year, as some of the societies neglected to send to the central office of the union their 1913 figures. It will, however, be seen that a number showed an increase and still others a decrease. It will further be noticed that net profits of twelve of the fourteen societies for 1914 were $73,490.48. The society in Peterboro, Ont., does not indicate what its net profits, or otherwise, were. The Sidney, N. S. Workmen's Co-operative Society indicates a loss.

One of the interesting features of this statement are the purchase dividends declared by each society. The Workmen's Store, Ltd., of Dominion, N.S., for instance, declared dividends to the extent of $9,000 which would be divided among their 388 members. This would mean that each would secure an average of about $23. It will also be seen that $9,000 is about 6 per cent. of the total sales of that store for the year. What did the prospectus promise?

The next on the list is the Guelph, Ont. Co-operative Association, which sold during 1914, $123,622.41 worth of goods, and which declared purchase dividends of $1,690.17, which was an average of between $2 and $3 per member. This dividend would be about 1.4 per cent. of the total sales for the year. The Valleyfield Industrial Co-operative Society with 180 members secured purchase dividends to the amount of $3,436.17, or an average of about $19 per member. No figures are given for the Ottawa Association, but it is indicated that the rate of interest paid on the share capital of $3,700, was 5 per cent., which would be $105. Divided among 700 members each would receive an average of 15c.

The British-Canadian Co-operative Society, Sidney Mines, N.S., is apparently a live one with 717 members, and a share capital of $30,757, and a turnover in 1914 of $270,816.08. The total purchase dividends declared is given as $32,940, which was at the rate of 12 per cent. The Brockville, Ont., and Peterboro, Ont. societies did not fare extra well in the matter of total dividends on purchases. The former declared only $50 to be divided among 148 members, and the latter $53.61 for 295 members. Other interesting figures can be deducted by the individual merchant studying the accompanying table.

It would be interesting to know in what particulars these figures are living up to the promises made by promoters when the various societies were formed.

The October-November 1915 issue of

(Continued on page 26.)

CANADIAN CO-OPERATIVE STATISTICS FOR 1914.

NAME OF SOCIETY	Years Established	Number of Members	Share Capital	Reserve Fund	Value of Stock	Sales for the Year	Increase	Decrease	Rate of Interest Paid	Rate of Purch'se Dividend Paid	Net Profits	Total Purchase Dividend Declared
									%	%		
DOMINION, N.S.												
The Workmen's Store, Ltd. ..	12	388	$ 20,507.30	$11,218.16	$ 38,234.82	$153,197.44	$.....	$36,297.71	6	6	$ 7,297.49	$ 9,000.00
GUELPH, ONT.												
Co-operative Association, Ltd.	11	672	5,473.00	5,500.00	16,876.75	123,622.41	.....	970.10	5	2	3,725.64	1,690.17
VALLEYFIELD, P.Q.									6&	6&		
Indus. Co-operative Soc., Ltd.	12	180	7,789.40	1.011.34	8,856.88	60,559.03	2,149.24	.....	5	3	4,044.24	3,436.17
OTTAWA, ONT. Civil Service												
Co-operat. Supply Ass., Ltd. ..	4	700	3,700.00	1,652.32	7,837.47	69.447.92	14,855.92	.....	5	.	1,122.23	.....
SYDNEY MINES, N.S.												
British-Can. Co-op. Soc., Ltd.	9	717	30,757.06	7,500.00	32,532.96	270,816.08	73,903.90	.....	5	12	33,957.17	32,940.33
BROCKVILLE, ONT.												
Co-operative Society, Ltd. ...	1½	148	1,585.00	340.00	2,126.75	19.243.53	.....	368.00	5	2	741.16	50.00
PETERBOROUGH, ONT.												
Co-operative Society, Ltd.....	2½	295	2,601.00	.....	.....	14.427.60	.....	3,865.18	5	2	.....	53.61
GLACE BAY, N.S.												
Co-operative Society, Ltd.....	9	799	16,814.32	5,223.97	38,972.40	180,049.77	.....	28,386.89	5	5	8,680.97	7,122.05
GALT, ONT.												
Co-operative Society, Ltd.....	1	320	2,032.50	724.28	2,448.91	33,769.67	.....	.....	5	.	1,164.15	.....
NANAIMO, B.C.										8&		
Workmen's Co-op. Assoc., Ltd.	3	1000	11,073.53	2,907.56	25,176.51	128,164.43	61,564.56	.....	5	7	9,893.13	8,907.35
ST. PAUL DE METIS, ALTA.												
Farmers' Co-op. Assoc., Ltd. .	½	111	1,260.00	.....	1,630.07	7,053.05	.....	.....	6	13.40	574.48	541.28
REGENT, MAN.												
Co-operative Exchange, Ltd...	10 mo.	52	140.00	50.00	92.45	4,957.55	.....	.....	7	3 1-3	275.30	140.00
MERRITT, B.C. Merritt and District Industrial Co-operative Society, Ltd.	4¼	110	2,379.45	.....	2,532.61	29,748.63	.....	.....	5	.	2,014.52	.....
SYDNEY, N.S.												
Workmen's Co-op. Soc., Ltd..	4	318	5,612.00	91.00	4,548.00	37,524.00	.....	.....	6	.	loss	.....
		5810	$111,724.56	$36,218.63	$181,866.58	$1,133,081.11	$152,473.62	$69,887.88	.	.	$73,490.48	$63,880.96

Advertises Mid-Winter Foods

Seasonable Newspaper "Copy" Used By Summerland, B.C., Grocery Firm—Some Good Winter Sellers—Suggestions for Retailers Who Sell Goods to be Sent to the Boys in the Trenches.

THE Summerland Supply Co., of Summerland, B.C., recently used the accompanying advertisement in the local paper to advertise foods for the mid-winter season. This is a most appropriate time for a newspaper ad. on heat producing foods; but not only that but they should be displayed in the window occasionally and shown on the counter or some other appropriate place inside the store. Note what the Summerland Supply Co. advertised. The mid-winter foods include meat extracts, soups, cocoa, porridge foods, corn and cane syrup, pancake flour and maple syrup, pork and beans, oysters, macaroni, bacon and sausage. This is quite an array and illustrates the possibilities there are in winter lines of foodstuffs, as well as in winter lines of clothing.

Every dealer should appreciate the necessity of getting after business in seasonable lines. The winter months present many such opportunities. After the turn of the year, for instance, there is the marmalade season as featured in an article in last week's issue; the season of receptions, social functions, evening parties, etc.; the maple syrup season in February and around the first of March; the house-cleaning season later on; the fish season in view of Lent, etc. The dealer who goes after trade during these and other special appropriate occasions, is bound to see his turnover greatly increase. A study of human nature shows that there are hundreds of people in every community that purchase goods every day on the suggestion of salesmen. Left to themselves, many of the lines now found on their tables and in their pantries, would never be seen. It is the suggestion on the part of some live aggressive dealer or clerk that causes them to purchase.

Many retailers are continually selling goods to be sent overseas to the boys in the trenches. The following article by a returned soldier who has seen life in the trenches will give some splendid hints to retailers for their advertising and personal talks over the counter:

* * *

TRENCH TIPS FOR GROCER ADS.

By One Who Was There

Everyone who has friends or relatives in the trenches is anxious to send them comforts. The puzzle is what to send and what not to send. The average soldier chucks away what the average mother sends him because its value is not in proportion to its weight in his already heavy pack. When the retailer wishes to sell compact packages of trench foods to the mothers and wives whose boys are in the trenches, just tell them:

"That a bit of wood, a match—anything of wood—placed in the mess tin of water will prevent the tea you are selling from tasting smoky, no matter how bad the fire is. Army tea is just army tea, and a package of good tea put up in a water tight package of canvas with these instructions should be a good seller. Cocoa and coffee likewise."

To push the sale of beef extracts and compressed foods add the information that the soldiers even when they tire of the straight extract, find that it makes a most appetizing aid to stews of the army "bully-beef" mixed with the vegetables that are so common in Belgium and Northern France.

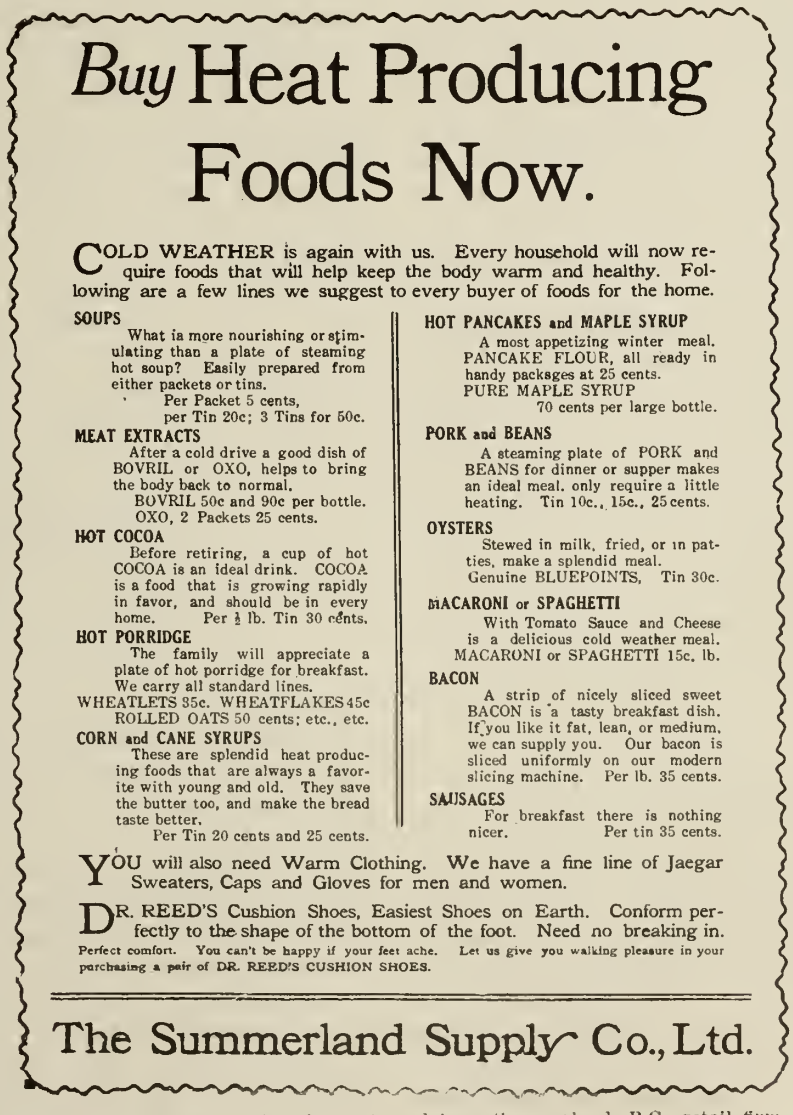
Explain the beauties of ready mixed pancake flours that will cook in a mess tin laid over a fire of oily rag and boot dubbin grease.

Expound the simplicity of plum duff in billets for the tired boy if he has a compact package of your cleaned currants ready at hand.

Dilate on the slight weight and great nutrition of tinned meats and fish, and the inestimable value of them to a man whose whole soul revolts at the thought of another twenty-four hours of "bully-beef."

Describe the heat producing qualities of all saccharine foods such as chocolates, candy and sweets in any form. Something the boy can nibble in the long and sometimes dreary nights of peering through the mist for an invisible enemy only fifty yards away.

Elaborate on the amount of nutrition in a handful of nuts or dates. Describe the nutrition in a parcel of figs, etc., etc.


Buy Heat Producing Foods Now.
COLD WEATHER is again with us. Every household will now require foods that will help keep the body warm and healthy. Following are a few lines we suggest to every buyer of foods for the home.
SOUPS
What is more nourishing or stimulating than a plate of steaming hot soup? Easily prepared from either packets or tins.
Per Packet 5 cents,
per Tin 20c; 3 Tins for 50c.
MEAT EXTRACTS
After a cold drive a good dish of BOVRIL or OXO, helps to bring the body back to normal.
BOVRIL 50c and 90c per bottle.
OXO, 2 Packets 25 cents.
HOT COCOA
Before retiring, a cup of hot COCOA is an ideal drink. COCOA is a food that is growing rapidly in favor, and should be in every home. Per ½ lb. Tin 30 cents.
HOT PORRIDGE
The family will appreciate a plate of hot porridge for breakfast. We carry all standard lines.
WHEATLETS 35c. WHEATFLAKES 45c
ROLLED OATS 50 cents; etc., etc.
CORN and CANE SYRUPS
These are splendid heat producing foods that are always a favorite with young and old. They save the butter too, and make the bread taste better.
Per Tin 20 cents and 25 cents.
HOT PANCAKES and MAPLE SYRUP
A most appetizing winter meal.
PANCAKE FLOUR, all ready in handy packages at 25 cents.
PURE MAPLE SYRUP
70 cents per large bottle.
PORK and BEANS
A steaming plate of PORK and BEANS for dinner or supper makes an ideal meal, only require a little heating. Tin 10c., 15c., 25 cents.
OYSTERS
Stewed in milk, fried, or in patties, make a splendid meal.
Genuine BLUEPOINTS, Tin 30c.
MACARONI or SPAGHETTI
With Tomato Sauce and Cheese is a delicious cold weather meal.
MACARONI or SPAGHETTI 15c. lb.
BACON
A strip of nicely sliced sweet BACON is a tasty breakfast dish. If you like it fat, lean, or medium, we can supply you. Our bacon is sliced uniformly on our modern slicing machine. Per lb. 35 cents.
SAUSAGES
For breakfast there is nothing nicer. Per tin 35 cents.
YOU will also need Warm Clothing. We have a fine line of Jaegar Sweaters, Caps and Gloves for men and women.
DR. REED'S Cushion Shoes, Easiest Shoes on Earth. Conform perfectly to the shape of the bottom of the foot. Need no breaking in.
Perfect comfort. You can't be happy if your feet ache. Let us give you walking pleasure in your purchasing a pair of DR. REED'S CUSHION SHOES.
The Summerland Supply Co., Ltd.

Appropriate newspaper advertisement used by a Summerland, B.C., retail firm recently. Reduced from much larger size.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States. $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXX. **TORONTO, JANUARY 28, 1916** **No. 4**

HEAVY FINES IMPOSED

FOUR Toronto grocers were fined this week for offering for sale salad oil that did not meet the Government standards. It was cottonseed oil and not salad (olive) oil, as the standard calls for. The fines amounted to $22 and costs each. While the retailers alleged they were selling a manufacturer's sealed bottle, nevertheless that did not save them, as the law holds the vendor responsible—right or wrong as that may be in the case of a sealed container.

Readers of CANADIAN GROCER have often seen in these columns the law in this regard. The Adulteration Act says that the actual vendor is the man who must bear the fine unless he has in his possession a Government warranty from the manufacturer to the effect that the goods are pure. The Inland Revenue Department takes the stand that retailers should know what they are buying and sell accordingly.

We would once again urge our readers to be very careful in their buying. If there is any doubt whatever as to the reputation of the manufacturer or the goods, the warranty should be demanded as a protection.

BETTER BUYING THIS SPRING

SOME weeks ago CANADIAN GROCER published an article dealing with methods for taking stock and drawing up the annual inventory. In this week's issue is a great deal of information on stock-taking, amount of stock in dealer's hands and prospects for future buying. This article demonstrates that the grocery business is in a most healthy condition. Out of thirty retailers selected here and there from various Provinces, twelve of them say they carry equal stocks to a year ago, eleven that their stocks are larger and only four that they are less. This illustrates that retail purchasing has been freer than a year ago, because consumer buying has been heavier.

Twelve of the thirty grocers further say they anticipate their purchasing will be heavier this spring than last; eleven that they will at least purchase as many goods, and only two predict that buying will be less. A few others gave non-committal answers to the effect that they will be purchasing carefully.

In this article there are, too, a number of stock-taking forms which retailers have in use and which will be valuable guides to others. Many retailers take stock in February, so that these will come in very handy. The forms, too, could be cut out of the paper and filed for future use.

One gratifying point brought out by the replies is that out of the thirty dealers, twenty-eight of them take stock, the majority annually, a few semi-annually and one or two bi-annually.

TO TAX MAIL ORDER HOUSES

NEWS comes from Winnipeg that under the terms of a bill to amend the Corporation Taxation Act, the Provincial Government will tax all mail order businesses in Manitoba, including that of Toronto companies, and will increase the taxation of express companies, and street railway companies. The measure, not yet approved by the Cabinet, is designed to tax all commercial and mercantile concerns, wholesale or retail, doing business by mail.

While the ins and outs of this measure are not at hand, there is to be seen here a very radical step and one that from the standpoint of the big catalogue houses will not be very well relished. A few years ago there was an agitation in Ontario among certain

merchants to put through a bill taxing mail order houses, but nothing came of it. However, if the Manitoba bill goes through, this agitation will likely be revived and will probably be taken up by other provinces.

TREAT THE DELIVERY HORSE RIGHT

IN a letter from Chas. T. Hicks, a Guelph, Ont., retailer a plea is made on behalf of the horse and the delivery wagon. Mr. Hicks' letter appears elsewhere in this issue and should be read by every one who has any sympathy whatever for the horse and who believes in maintaining a good-appearing delivery outfit for his business. In Guelph last December there was a winter fair and the management put on an extra class for local delivery outfits. There were no prizes given, simply ribbons, but the merchants responded and there was a fairly good turnout. Great interest was shown in the exhibit, not only by the merchants, but by their customers as well, indicating that a good-looking delivery outfit is an asset and an investment for the merchant who maintains it.

The sentiments expressed by this Guelph merchant are heartily endorsed by CANADIAN GROCER. The care of the horse, the harness and delivery wagon should be given special attention by every merchant through his driver. A well-groomed, well-fed, nicely harnessed horse in front of an up-to-date delivery wagon, carefully cleaned and painted, denotes aggressiveness and a desire on the part of the dealer to serve his customers properly. It is a good advertisement for any store.

MAKING BETTER MERCHANTS

IN England, as our readers already know, there is an auxiliary to the operation of a grocery business known as the Institute of Certificated Grocers. This institute aims at a revival of the apprenticeship system, coupled with attendance at technical classes. While it does not claim to fill the role of the old time master grocer, the technical classes aim at in some measure to supply the need created by the decline of apprenticeship. The men behind the movement claim that the general march of education and culture, alike in the case of consumer and seller, demand not only a return to the days of personal instruction of apprentices but something more added on.

In the Old Country there is yet considerable business done in bulk goods, although package goods have made rapid headway, so this necessitates intimate knowledge as to relative values and properties of different varieties of articles. The Institute of Certificated Grocers aims to supply the expert knowledge in this phase of the work. Salesmanship also holds a prominent place in their curriculum and in examinations and a special prize is given to the candidate who displays highest proficiency in this department together with principles of advertising and methods of doing business. It is of course realized that tact, courtesy, etc., behind the counter are important features of successful merchants, but that something more is required. A full and deep knowledge of one's trade will supply a power that nothing else can, and will often change drudgery into a charm.

There is a movement on in the United States at the present time to form a similar Institute which is under the direction of Chas. A. Elliott of New York, a former Western Ontario boy, who has frequently contributed articles to Canadian Grocer. The movement has not been of a universal character, but it may spread. In Nova Scotia there is a similar movement and it is to be hoped that it is the nucleus of an important change in so far as our trade is concerned.

The grocery trade is not, as many think, one that can be jumped into offhand and made a success of. Profits are not large and it is absolutely necessary to watch closely overhead expenses, credit applicants, outstanding accounts and to have a thorough knowledge of the goods in stock. Some, of course, succeed who have had no previous knowledge, but the majority do not. The person who makes a complete and careful study of the business to-day is the man who makes the real merchant of to-morrow.

EDITORIAL NOTES

IS THAT marmalade campaign under way yet?

* * *

MILD WEATHER in January undoubtedly makes the hens lay, but it is hard on the fruit trees.

* * *

THE POTATO is certainly to be looked up to these days. It will soon be as valuable as the egg.

* * *

A JOKE IN the grocery store is allright, but it should not be at the expense of a good customer.

* * *

A MAN WHO takes an annual inventory of his stock is more likely to have stock to take an inventory of, a year hence.

* * *

ALL INDICATIONS point to buying this year being at least as great as year ago, and in the majority of cases it will be heavier.

* * *

APPETITES OF skaters and tobogganists are always great. A feature should be made these days of fancy biscuits, cocoa, confectionery and all kinds of party and reception goods.

* * *

THE BUDGET has not yet come down. At time of writing the debate on the address in reply to the speech from the throne continues and we are still in doubt about the war tax on tea.

The Sky-High Potato Market

Review of the Situation Shows Few More New Brunswicks Available for Consumption — Ontarios Practically All Gone—Ontario Looks to West—Will $3 Mark be Reached?

Especially written for Canadian Grocer

WHAT will the future of the potato market be?

This is a question that every grocer is asking and to which there is a diversity of answers. Upon its solution hangs the wisdom of laying in a supply or buying from day to day.

Price is always struck exactly where supply and demand meet. The demand is local, but the present supply is not, and the future of the market depends entirely on whether western dealers ship to Ontario, and whether they ship potatoes which will arrive here without the decay and waste which often accompanies potatoes shipped from a distance.

It is the general opinion that there are not sufficient potatoes in Ontario to supply Toronto alone for ten days. Over three million bushels of Ontario potatoes rotted soon after they were taken from the ground. The supply of good potatoes was small right from the start. The few which escaped the disease brought on by the incessant rains of last summer, have long since been marketed or are stored for seed purposes. This was the point at which the potato market began to rise.

New Brunswick's crop of potatoes was only 60 per cent. normal. In 1914, both Ontario and New Brunswick had bumper crops, and in 1915 a certain shortage was expected. Up to the present New Brunswick has been supplying Ontario with its Delaware potatoes. But now the supply is fast becoming exhausted and Ontario must look elsewhere. It is the consensus of opinion amongst the commission merchants that the Ontario farmer will look to New Brunswick for seed potatoes, fearing to use Ontario's because of the disease. New Brunswick to-day has from all accounts not sufficient potatoes to supply itself and Ontario with seed. Shipments to Toronto have been falling off, and it is expected that in another few days they will be entirely cut off, leaving Ontario dependent upon Western Canada for its entire supply.

Potato Crops in the West

But what has the West? Alberta's crop was over 4,000,000 bushels, and British Columbia claimed a crop of 5,500,000 bushels. These figures are large, but the supply available for Ontario may not any more than keep her markets supplied until her own potatoes come in again.

But what about the quality and the price?

This is where the commission men disagree. Some are of the opinion that immediately the cold weather is over the market will be flooded for a month. Others think that potatoes will be a glut on the market until the new crop begins to arrive. On the other hand there are those which are positive that the price of potatoes will soar beyond the $3 mark. The whole question in its final analysis is:

"Out of the 9,500,000 bushels of potatoes grown in Alberta and British Columbia last year, how many are now available, and of those available, how many will do for the retailer to deliver to his customers and at what price will he have to buy and sell?"

Take, for the sake of argument, the view held by many that the western supply will meet all demands when the weather conditions allow shipping. What will the cost be? Or what will the rock-bottom figure likely be? In the first place the railway companies will not handle potatoes unless they get their freight charges. The cost of shipping potatoes from either British Columbia or Alberta to Toronto is 76 cents a bag. That is the first item to take into consideration. When they arrive here the commission men will not handle them unless they can see a profit. Nor will the agents at the other end handle potatoes unless they are paid for doing so. Then comes the farmer. What should he get? A month ago the British Columbia farmer did not get more than thirty cents a bushel, but now he is getting more and when he finds that Ontario is calling for vast quantities he will naturally hold out for more. Six weeks ago B. C. potatoes were sold in car lots at $14.50 per ton. To-day they are selling at an advance of $7 per ton.

When these facts are borne in mind it is readily seen that the price cannot fall very much below its present mark and that there is always the possibility of an upward trend.

Now about the quality. Up to the present the Western potato has been more or less of a failure owing to the condition of the potato on arrival. The western farmer has been receiving so little for his product that practically no care has been given to the vegetable when being bagged. Good and bad, little and big, in some instances, have been shovelled in together. This state of affairs, however, will not be allowed to exist when the farmer is receiving better pay. The same care will be demanded as is demanded of the New Brunswick farmer. This will mean that better potatoes will be shipped and most of the present dissatisfaction with the western potato will be done away with.

Perhaps most of the trouble has been caused by the frost or else by overheating. Too much cold or too much heat will take away the entire value of the potato during transit.

Shortage Likely Next Two Weeks

Then what about the present market? It must of necessity hold its own. There can be no drop within the next ten days or two weeks.

For the past fortnight the weather in Western Canada prohibited the shipping of potatoes. The break in the cold spell has come within the past few days and cars are now being loaded. But two weeks will pass before these cars reach Toronto, and in the meantime there will be a shortage.

It will be when the winter has been broken that the market will need its closest watching. It will be then that prophet's test will come and it will be then that the retailer needs to exercise his good judgment.

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian—Col. N. Golejewski, Military Attache, Room 904, Flatiron Building, New York City, N.Y.

Getting the "Society" Trade

How One Dealer Went After Business for Social Functions and Increased the Turnover and Profits—His Various Displays Described—Power of Personal Suggestion Exemplified.

Written for Canadian Grocer by A. H. HARVEY

MOST merchants are too fond of traveling along the lines of least resistance. They await from day to day the appearance of customers in their store or the sound of their voices over the telephone, to give them an order. Not so with John Brighton, whose marmalade selling campaign I described last week. He travels apart from the beaten path, and as one of our eminent statesmen might say—"browses in the luxurious grasses of the distant fields." I told you last week of his marmalade campaign. Another one that he put on last year was in reception goods, that is, lines that folks who entertain would be likely to require. He went after the reception, social function and evening party trade with his entire selling organization. He sold more fancy biscuits, more high class box confectionery, cocoa, olives and fancy fruits in glass, fancy pastes for sandwiches, etc., etc., during the campaign and the winter weeks that followed in January and February than the majority of grocers sell in the entire year.

Describing the campaign for pushing sales of reception goods, Brighton pointed out that the same selling medium, together with personal salesmanship was employed as in the case of his marmalade orange campaign.

"The window, of course, was made as inviting as possible. We secured two small tables for it, covering them over white table cloths. Each table contained a number of the goods we were presenting to our customers. These included various samples of fancy biscuits, cocoa, high class confectionery, bottles of both plain and stuffed olives, fancy cherries in bottles, jelly powder packages for the dessert as well as gelatine, bottles of salad dressing, almond paste, celery salt, salted almonds, shelled walnuts, coffee, tea, loaf sugar, etc., etc. The window, of course, was not elaborate, but the display was suggestive and a show card reading: "Reception and Social Function Suggestions," readily gave the passerby the idea of its purpose.

Importance of Personal Suggestion

"Of course inside the store the same idea was carried out. On the counter we showed all kinds of dainties that people who were entertaining might desire. Many customers told us they did not realize that any grocer in town carried some of the lines we were showing. This demonstrated how important it was to let the customer know what goods you have in stock. The clerks were all advised to suggest new lines to customers, and particularly those who were known to hold social functions, whether they were at first interested or not in the goods on the counter. This immediately got the attention of the customer and in many cases, even where no social evenings were being held, goods were sold. The table which always carried a display in the centre of the floor was also arranged with these fancy lines. Some customers you know, like to look around for themselves, pick up a bottle or a package of this and that and bring it over to the counter to include in their order. That is why we always have that table well laden with suggestions.

"In addition to this we use the local papers and to put the matter in a modest way. I must say that we certainly created a good deal of business for these lines. Not only that, but we introduced goods to our customers with which they were not previously acquainted and opened up a business in many lines which was followed by repeat orders throughout the year."

The Why of Retail Success

Close students of the mercantile trade say that 95 per cent. of the men who go into retail business fail. That may or may not be overdrawn. At any rate

Fancy Biscuits and Dainties for Reception, Social and Evening Party

HAVING a Reception or other social function? If so we have a most attractive line of fancy foodstuffs and dainties to show you that will surely appeal to your guests. These goods are all fresh, where freshness is a consideration, and you will be surprised at the range and daintiness of them. Come in and look them over. Here are a few lines:

Assorted Fancy Biscuits—The addition of a number of new biscuits to our already fine assortments, will be worth your attention. Prices run from ..c up to ..c.

Delicious Cocoa—Nothing makes a better or more refreshing winter drink than cup of good cocoa. If you use..... or ..... brand the guests will not be disappointed. Per tin ..c.

Olives, plain or stuffed—Olives are coming into their own. As a medicinal food they have gained a high reputation. Handsome fruit in various sized bottles at ..c up to ..c.

Fancy Cherries in Fancy Bottles—A most attractive delicacy to place before the guests. Per bottle ..c. Also other fancy fruit—a fine assortment to choose from.

For the Dessert—Jelly powders in various colors and flavors please both the eye and palate. Delicious desserts can also be made from gelatine, junket tablets; preserved peaches and whipped cream, etc.

Confectionery—When we say we handle the well known ..... Brand of chocolates as well as ..... and ..... you will know we can satisfy you with the candy part of the refreshments. In boxes or loose, all guaranteed fresh, per pound from ..c up to $.....

Other fancy lines include: Potted meats and peanut butter for sandwiches, caviar, almond paste, salad dressing, loaf sugar, wines of various flavors, grape juice, rusks, icing preparations for cakes, and a score or more of others.

JAS. BROWN

87 Main St. Phone 111

Retailers putting on a campaign on "Reception" lines are at liberty to use this suggestion from Canadian Grocer's Service Department.

A window full of dainty foodstuffs, with many good suggestions. It was shown by A. G. Bain & Co., Hamilton, Ont.

a great many of them fail, a great many others eke out a bare existence and a slim minority succeed and are in a position to retire from active duties in their evening of life if they so desire.

Analysing closely the reasons for the success of the few it will be discovered in practically every case that the merchant was a salesman himself and that he gathered about him clerks that were salesmen, too.

I can safely say that John Brighton belongs to the latter class. He is getting along well in the retail business. He is progressing because he has long since learned to sell and to employ assistants who can do the same. Brighton, of course, is a careful buyer. He is careful in his credit extensions. He is careful to see that his own accounts are promptly met when due, and he, therefore occupies a warm spot in the hearts of the credit men of the wholesale and manufacturing houses; but the greatest of his acquisitions is that he can sell things. He gets new business because he goes after it. His methods are worth the careful study of every member of the trade and in future issues, still further of his selling methods will he presented.

REVERSES IN CO-OPERATIVE MOVEMENT

(Continued from page 20.)

the "Canadian Co-operator," contains, as stated above, a list of 22 societies in affiliation with the Union. In January 1915, this list contained 25, showing a net decline of 3. The missing societies are the following: The Twin-City Co-operative Association, Limited, Berlin; The Co-operative Trading Co., Limited, Port Arthur; Welland Co-operative Society, Welland; The Inverness Co-operative Society, Inverness, N.S.; and The North Lethbridge Co-operative Society, Lethbridge, Alta. Two of the notable failures during the past year and a half were the National Railway Association with some 16 or 17 stores in Ontario and Quebec, and the Householders' Co-operative Society of Toronto, which started out to establish 40 stores. The latter of course at first was not operated on the same lines as those belonging to the Union.

Felt the Pinch

In an editorial the "Canadian Co-operator" gives the following review of the statement it publishes:—

"It will be observed that only fourteen societies have reported as against seventeen last year. Of the latter, seven have dropped from the list. Preston (Ontario), resigned through financial embarrassments, but we are informed intends to rejoin when its difficulties are adjusted; Berlin (Ont.), has succumbed after a chequered career which never seemed to have the potentalities of success. A similar fate has befallen Winnipeg, which, however, is in process of reconstruction. For reasons not explained the Finnish Society at Port Arthur (Ont.), has also gone under. Ladysmith, B.C., has been absorbed by Nanaimo (B.C.) and Coleman and Eckville (Alta.) have failed to report. For the first time societies at Galt (Ont.) and Nanaimo (B.C.), and Farmer's societies at St. Paul des Metis. (Alta.), and Regent (Man.) appear in the statistics. No information is furnished by the societies at London (Ont.), Magog (P.Q.), New Westminster (B.C.), and Meris (Sask.). As to the three last named, the inquiries of the Co-operative Union are ignored, and we are, consequently, uncertain if they are still in existence, or maintain their co-operative character. If societies persistently neglect to keep in touch with the central body, it is desirable that, after adequate notice, their names should be expunged from the list of affiliated societies.

"For the first time during the six years statistics have been published, we regret to have to report, in a substantial sense, a backward tendency in the position recorded. The year was, of course, one of exceptional depression, and no doubt the same has contributed, to some extent, to the failure of some societies, and the unsatisfactory features in the statistics. As to membership the set-back has been trifling.

"While there has been a falling off in membership of twelve only, the reduction in the volume of trade has been much more serious. This, no doubt, indicates a considerable reduction in purchasing power through unemployment, short time, or reduction of wages."

A Little Mixed

Some time ago Canadian Grocer published an article from the "Financial Times" of London, England, on co-operative associations and income taxes. It is interesting to note that this was republished in the "Co-operator," and while at first it was credited to the "Financial Times," later it was the "Financial News," and it wound up by crediting the whole thing to Canadian Grocer. There's versatility for you!

THE CLERKS' PAGE

HE SOLD THE CONDENSED COFFEE

A MAN who is keenly interested in salesmanship tells us two incidents that have come under his experience in retail stores. He was once a salesman for a manufacturing company making soft drinks. He called on one of the largest retail dealers in a certain city to interest him in ginger beer. He told of the quality of the ginger beer he was selling, why the consumer would like it, and succeeded in making a sale of three cases. In a few weeks' time he returned to see how the ginger beer was selling and, if possible, to secure a repeat order. "Why," exclaimed the merchant, "I don't want any more of it; I haven't sold any yet." The salesman was naturally taken back. Upon inquiry, he found, however, that the merchant had put the ginger beer in the cellar, where he thought it would be nice and cool; did not even show a bottle on the counter, nor did he mention it to any of his customers.

"No wonder you haven't sold any," came back the salesman. "You cannot expect the public to be mind readers, and to know that you had three cases of ginger beer in your cellar." The merchant admitted that that particular point had not occurred to him. That was experience No. 1.

The other experience is with a delivery and general utility boy around a grocery store in another city. Some friends called on this particular salesmanship student one evening, and it happened that his wife had no coffee or cocoa in the house for the small repast which she desired to serve. Her husband was sent off to a nearby store to purchase some coffee and condensed milk. Our friend the boy was alone in the store. Upon inquiry, he said they had no condensed milk in the store, and at the time were just out of coffee. "I tell you what would be very nice," he suggested, "and which would take the place of the coffee, and that is this—coffee in tins (mentioning a particular brand). It is already sweetened, and even the milk is in it. All you have to do is pour some hot water on a spoonful or so, stir it, and you have a delicious cup of coffee."

That boy was on to his job early in life. He proved himself a real salesman in a pinch, and there is predicted for him a bright future. The two experiences show the difference between waiting for demand and actually selling the goods. They present valuable suggestions to every dealer, who if he applies them to his goods in stock, is bound to make more sales and be farther ahead at the end of the year.

* * *

INTRODUCED A NEW LINE

The following was a recent conversation between a clerk and customer over the telephone.

Customer—"Please send me up a quarter's worth of brown sugar, a small bag of flour, half a dozen small tins pork and beans, two tins of spaghetti and a tin of tomatoes."

Clerk—"Yes, thank you. Those will go up with the first delivery, but say, Mrs. ————, how would you like to try something new this morning? We have got in a line of goods we never had before and you'll like it." (Curiosity of customer aroused.)

Customer—"I don't know, what is this line?" (Note customer is interested.)

Clerk.—"It is canned corn on the cob. We bought some recently, and two or three of our customers who have tried it, say it is really delicious."

Customer—"How much is it?"

Clerk—"Twenty cents a tin of five cobs, and I believe it is really worth it."

Customer—"Yes, I think I would like to try that. Send me along a tin."

Canadian Grocer would appreciate from readers similar actual selling talks with customers — talks which sell new or additional lines, which add to the store's turnover and profits. Send them along for this page.

* * *

ENGLISH WINDOWS

A student of window display who has recently returned from the Old Country writes Canadian Grocer as follows regarding the provision, game and fish trims he observed in England:

"Although window dressing in England has not in general reached the high state of development it has in Canada and the United States—and this is particularly true of the grocery trade—the butcher, fish and poultry windows form a notable exception to this rule. The English window in these lines probably depends for its superiority upon the wealth of material which the Old Country window dresser has to draw on. In meats he has the products of the world from which to choose and pick—the corn fattened beef of Kansas City and the plump dainty little mutton of the Scottish Highlands.

"In no place in the temperate zone is there a greater wealth of seafood than in the vicinity of the British Isles. The contrasts offered by sleek eel, appetizing winkles, shell fish, and all the finny delicacies give considerable scope to a window dresser of imagination.

"The opportunities in game windows are even greater. Here, comparatively few varieties of game are sold and even they in greatly restricted quantities. There the supply from the annual shoots of the great estates is practically unlimited, great in quantity and high in quality. From living so closely to the game, the window dresser usually knows its habitat. In consequence one may see the brown beauty of a grouse, juicy-looking hares and rabbits stretched out in life-like variety and gorgeous heaps of pheasants radiant in their multiferous coloring, firm of crest and stately of tail."

* * *

PINEAPPLE A HEALTHY FRUIT

The pineapple is a most desirable fruit-food, not only because of its delicious and "different" flavor, but because of its worth as a "fruit medicine."

While there are some few persons so constituted that its acid is not easily assimilated, for the average individual it furnishes properties that help to keep the system fit and ready. In many cases it is highly recommended by physicians for throat troubles, and some have found it very helpful in stomach troubles.

By itself, either in the canned form or fresh, it is one of the most attractive of desserts. When made into a drink it is quite refreshing.

The thing about pineapples that is not generally known is their adaptability for combining with other foods. In themselves, pineapples contain an ordinary amount of fuel value.

NOWADAYS

"Here's a drug store."

"What makes you think so?"

"They are serving sandwiches and drinks; and there's shoe polish, tea, coffee and general merchandise."

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

L. H. Langlois, grocer, Quebec, P.Q., has registered.

Ball & Libbey, general merchants, Sydney, N.S., have registered.

Atkin & House, general merchants, Beebe, Que., have dissolved, W. H. Atkin continuing.

J. C. Doyle, secretary of the New Brunswick Provincial Retail Merchants' Association, was married in St. John, N. B., last week.

F. A. Dorion, of Oliver Dorion & Stroud, Montreal, exporters of dairy produce, has gone to England. He sailed from New York on the "New Amsterdam."

Arthur Jones, a member of the Montreal butter and cheese firm of Jones, Grant, Lunham, Limited, is leaving for England, via New York, on the steamer "Noordam."

David R. Turnbull has been appointed secretary of the Acadia Sugar Refining Co., Halifax, N.S., in succession to the late Alfred W. Daviss. Mr. Turnbull has been connected with the company since boyhood, so is familiar with the technical side of the business. He has just been transferred from the joint managership of the new Woodside refinery to the secretaryship position at the head office.

At a meeting of the Retail Merchants' Association of Sydney, N.S., the following officers were elected: President, W. T. Fanjoy; 1st vice-pres., J. F. Merchant; 2nd vice-pres., Fred McInnis; 3rd vice-pres., J. H. Bezanson; secretary, J. F. Miles; treasurer, M. McCurdy. The following committee of grocers were appointed to consider the formation of a grocers and butchers section, and to decide on the most suitable night for a meeting: J. H. Bezanson, H. V. Raymond, James A. Clark and Mr. McLeod

The entertainment committee of the Canadian Fisheries Association met last week under the chairmanship of A. H. Brittain, who is also chairman of the Transportation Committee. It has been decided by the committee to spare no effort to make the coming meeting of the Association on January 31, a great success. It is hoped that members from all over the Dominion will take this opportunity to acquaint themselves with the hospitality of Montreal, and get thoroughly in touch with the other members in the trade.

Ontario

Timothy Brown, a grocer and liquor dealer, Brockville, Ont., died recently.

Mrs. Wm. Armstrong, general merchant, Cassel, Ont., has sold to S. Robertson.

The Finnish Co-operative Store Co., Fort William, Ont., have disposed of their business.

The estate of W. S. Duggan, general merchant, Oil Springs, Ont., sustained a fire loss recently.

Bert Heard, a George Street, Peterborough, Ont. grocer, underwent an operation for appendicitis last week.

F. S. Brickenden, grocer, corner Fifth avenue and Myrtle street, St. Thomas, Ont., has added a meat department to his business and will carry fresh and salt meats.

In announcing the runners up in Canadian Grocer's Window Dressing Competition, the name A. Norrington, Milton, Ont., was given. This should have been Streetsville. A year ago Mr. Norrington was in Milton.

There was a meeting of the Toronto branch, Retail Merchants' Association, on Wednesday evening, to discuss the recruiting question, how best to assist recruiting, and how to retain sufficient help in the retail stores.

The following officers were elected by the Retail Merchants' Association, Simcoe, Ont., for 1916:—President, W. C. Barber; first vice-president, H. A. Carter; second vice-president, George Harold Lea; treasurer, Oscar R. Hanselman; secretary, George O. Werrett.

The Postum Cereal Company, of Windsor, Ont., has been relieved of the excise tax on malt. It had a license for full import, but this was cancelled at the end of the year on the ground that the industry was not entitled to the provision. A petition was made to the department, which, after investigation, has renewed the license and granted a rebate of the excise paid during the period of cancellation.

R. J. McLean, president of the Canadian Produce Association, has written Canadian Grocer, to remind the trade of the fourth annual convention of the Produce Association in Belleville on Feb. 8th and 9th. Cold storage, live or dressed poultry, and butter and eggs will be discussed from various standpoints. Addresses will be given by men who have had experience in the produce business and who understand it thoroughly. A banquet will be one of the features of the stay in Belleville.

Western Canada

The F. F. Dalley Co., Hamilton, Ont., have opened offices in Winnipeg.

W. H. Escott & Co., manufacturers' agents, Winnipeg, have been appointed representatives in Saskatchewan, Alberta and Manitoba for the Oval Wood Dish Co., of Delta, Ohio.

Winnipeg R.M.A. is having trouble with a similar association in North Winnipeg, some of the members of which are endeavoring to secure legislation which will permit them to keep open after hours.

Congratulations to W. L. MacKenzie, president of W. L. MacKenzie & Co., manufacturers' agents, Winnipeg, whose birthday was on Tuesday, Jan. 18. He was born on that date in 1832, at Dickenson's Landing, Ont.

The Retail Merchants' Association, Winnipeg, listened to an explanation of the Small Debts Court Act at their meeting last week, the speaker being their solicitor, R. B. Kilbourne.

Cameron & Heap, Limited, and Campbell, Wilson & Strathdee, wholesale grocers, Regina, Sask., are each opening warehouses in Swift Current. The Swift Current Grocery Co., is already in Swift Current making three wholesalers there now.

Winnipeg retailers are co-operating with the daily newspapers and Advertising Club of that city to make advertising in that city cleaner. A committee of three advertising men has been appointed to meet three retailers to arrange a definite plan for bringing this about.

S. A. McGaw, Winnipeg, is retiring from the management of the Western Canada Flour Mills Co. Mr. McGaw will for the present take a well-earned rest, having already lived a strenuous life close on to the Psalmist's allotted span of three score years and ten. Mr. McGaw was originally with the Ogilvie Milling Co., and at the time of the reorganization of that concern he left and became identified with the Lake of the Woods Milling Co., and eventually took over the management of the Western Canada Flour Mills Co. His son, W. C. McGaw is western manager of the company. No successor to Mr. McGaw has been appointed, and for the present Andrew Kelly, president of the company, will assume the management.

Freight Situation Causes Mix-Up

Lack of Bottoms and Labor is Serious—Pecans Are Higher — Advance in Currants — Teas Quite Firm—Vinegar on the Advance — Many Drug Lines Higher.

Office of Publication, Toronto, January 27th, 1916.

FOR still another week the feature of the grocery market, and a change which will interest both retailer and housekeeper is the advance in potatoes. Delawares are up another 10 cents a bag and market on British Columbia and Ontario potatoes is still very firm with probable advances in sight. There is no other reason for these advances except what we have stated before, simply poor crops and poor quality.

The situation in freights gets worse and worse as the days and weeks go on. It is becoming serious. Not only is the question for the shipper, who wishes to export goods to England, whether he can get boats or not, but also whether the space he has had reserved on the boat will remain with him. A good many exporters have found recently that although they had previously arranged space in freighters, this was cancelled summarily. The wharves at ocean ports are crowded with different foodstuffs, all awaiting transhipment to England, but all of which may get away in a week or may get away in two months and the latter is the likelier time. Largely on this account, price of Manitoba flour is up 20c. All grains are firm, and other advances may be expected. There were advances too, in good seed oats and in Ontario oats as well.

The freight question is also playing havoc with the tea market. Importers on this side cannot get their stuff through. An importer was telling us that some teas which were ordered by him in October, and which were ready at the dock there to come over to Canada, are just arriving this week. That is a delay of practically four months. Not only is this a serious inconvenience to the importer and his customers and to the public at large simply by reason of delay, but also the importer has to pay interest and of course war risks and insurance are all higher. The freight question, too, is one big factor in spice market, inasmuch as many lines come from the far East. The worst of it is there does not seem to be anything in outlook at present which would lead one to suppose that the congestion will be relieved and that freights will come forward more quickly and more frequently.

In fact, the reverse is the case. So far from there being more boats at liberty soon, the Governments of the warring nations are likely at any minute to withdraw such boats as there are at present being used for commercial purposes. This is one big reason why the retailer is paying higher prices and therefore the consumer paying higher prices, and it is also a cause for impatience on the part of the retailer who can't get the goods forward from the manufacturer which he has ordered. The only thing to do is to "grin and bear it." It is one of the misfortunes of war and as such has to be reckoned with and allowed for.

New-laid eggs are coming forward more plentifully now and this is doubtless to be attributed to the milder weather which obtained this week. The question of new egg supply is simply a question of weather. If this premature mildness is going to continue, doubtless new-laid eggs will be more plentiful from now on. If on the other hand it is only a sudden mild snap and will be succeeded by colder weather again, then new-laids may be reckoned to be higher.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Flour up 20c.
- Oat chops advance $1.
- Corn flour up 15c.

PRODUCE AND PROVISIONS—
- No change in provisions.
- Cheese is higher.
- New laid eggs down 3c.
- Poultry scarce.

FISH AND OYSTERS—
- Advance in haddies.
- Fresh sea fish higher.
- Scarcity of Eastern fish.

FRUIT AND VEGETABLES—
- Oranges advance 25c.
- Cranberries very firm.
- Onions scarce and higher.
- Parsley and lettuce higher.
- Potatoes firm and unchanged.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Manitoba up 20c.
- Feed flour higher.
- Ontario oats advance.
- Feeds in demand.

FISH AND OYSTERS—
- Demand for whitefish.
- Halibut coming more.
- Big call for smelts.
- Oysters sell well.

PRODUCE AND PROVISIONS—
- Pork products easier.
- New laids down again.
- Good demand for fowl.
- No change in butter.
- Cheese firm and high.

FRUIT AND VEGETABLES—
- Navels stiffen up.
- Celery slightly lower.
- No change in apples.
- Boston head lettuce sells.
- Root vegetables slow.
- Bananas higher again.

GENERAL GROCERIES—
- Pecans jump 5c.
- Currants all higher.
- Tea firm and high.
- Freights cause trouble.
- Spices slightly easier.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour advances to $6.80.
- Big jump in rolled oats.
- Cornmeal remains at $2.35.
- Better demand for feeds.

PRODUCE AND PROVISIONS—
- American eggs coming in.
- New laids arriving slowly.
- Meat and lard prices unchanged.
- Cheese likely to go higher.
- Butter, winter make, increasing.

FISH AND POULTRY—
- Quotations little changed.
- Haddies rather scarce.
- Other fish lines plentiful.
- Poultry receipts small.

FRUITS AND VEGETABLES—
- Florida strawberries down 10c.
- No cheap Malaga grapes offered.
- Red Globe onions higher.

GENERAL GROCERIES—
- Sugar firmer in New York.
- Corn syrup likely to be higher.
- Cheaper raisins unlikely.
- Further advance in currants.
- Peanuts higher in first hands.
- Foreign beans arriving at $4.50.
- Big demand for tea in the West.
- Quietness in canned goods.

QUEBEC MARKETS

Montreal, Jan. 27th. — The grocery trade is fair and up to expectations for this time of year. Many orders are being received for future delivery although demand for immediate delivery is the normal after-the-holiday one. The last two months have witnessed a great improvement in trade in general here in spite of a generally rising market which has tended in many lines to increase buying for covering purposes. Canadian raised and manufactured articles are beginning to show more stability of price. Imported articles are becoming increasingly uncertain both as to future of prices, supplies and shipping facilities. The lack of bottoms combined

with the railroad congestion here is the most serious factor and is having a very unsettling effect.

The trade is anxiously awaiting the announcement of the budget which was expected this week. This will tend to more certainty in some lines, notably tea. There is however less uneasiness about the probable effect of tariff changes than was apparent early in the month. The trend of affairs in Britain both as to trade agreements for the future and the most efficient disposal of shipping to insure co-ordination of effort in taking care of trade needs is being followed closely as indicative of what may be expected here.

Sugar continues in an anomalous condition. Raw sugar has advanced to 3¾c without any corresponding increase in refined product and without any appreciable effect on local market. It is stated that in the States the refined product is selling cheaper in proportion than the raw and this fact has had a steadying effect on local market. The New York war between cane and beet sugar interests is tending to keep refined prices down there.

Such chemicals as are sold by the general grocery trade continue to register notable advances. The excessive use of broken caustics in the manufacture of explosives has caused another ten per cent. advance in this article that now shows an increase of two hundred per cent. over its pre-war price. Fifty pound drums are now selling at $3.90, one hundred pound drums at $7.25. Vitriol (bluestone) has advanced eleven cents and is now selling at twenty five cents a pound. There is no French Castile soap to be had for less than 15 or 16c. Canadian vinegars are up two to three cents a gallon. Proof is now 22c per gallon and other varieties in proportion. Sisal rope is up one cent and standard is offered at 13½c per pound. Cotton twine is up 1½c. Four ply is offered at from 26 to 27c per pound. three ply at 23½ to 24½c per pound.

SUGAR.—The sugar market is firm. Refined sugar in New York is firm at 5.85 an advance of 10c. Raw sugar is firm at 3¾c the top price of last weeks range. The local market has not so far been affected by last increase in raw product. Cuba has the largest crop in its history by half a million tons. It is estimated that three million tons will be ground there this year. The West Indies also has a big crop. Last week's Cuban receipts from the six ports were 119,000 tons, exports were 56,000. This makes the stock in the islands 166,000 tons, and it is just beginning to pile up. Stocks are becoming light here and market firmer because of scarcity of bottoms with which to move the crop from Cuba to the consumer. The freight situation is acute.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

MOLASSES AND SYRUPS.—There has been an advance of one cent in fancy molasses on the new crop for February, March and April shipments from the Barbadoes. Spot stocks remain at old prices. The advances is the direct result of the rise in raw sugar and the scarcity of bottoms. The effects are confined to the new crop. Demand continues better than supply which is limited

	Price for Fancy.	Choice. Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 58	0 48
Barrels	0 61	0 51
Half barrels	0 63	0 53

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

COFFEE.—There has been no change from last week and same conditions remain in force but with added emphasis. Prices remain same and are firm within a narrow range that centers about those quoted. Speculation on the New York market stimulated the cheaper grades there but had no appreciable effect here. Definite news as to the possibility of a further import tax in the new budget will have a steadying influence on this market. Stocks on hand are fair.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicory	0 14

NUTS.—Trade in nuts is quiet and steady. Sorting orders only are coming in, as the wholesalers and confectioners prepare for the seasonal increase that usually occurs in February. Shelled filberts have advanced 2c. The crop shortage in Spain has caused this movement. Shelled almonds are firm and scarce at from 40c to 42c. Trade on the whole compares favorably with last year at this time.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 33
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

TEA.—The tea market is strong and moving freely. Stocks are fair in spite of the active demand. Freights are becoming an increasingly serious factor in the situation. The lack of shipping facilities, the high freight rate and the increasing war insurance risks are making a firm market. This feeling continues to grow stronger. Desirable teas are snapped up as soon as offered. The strong feeling in the London market encourages this. Japan teas are firm: stocks are far from heavy in this line. Ceylons and Indians are strengthening up and are a penny higher.

DRIED FRUITS.—The market is firm except in dried prunes, which are weaker. The reason given for this is nervousness on part of holders of large stocks, who fear a decline. Demand in all lines is only fair and in keeping with the season.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 08½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal., fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11½
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—Prices remain the same on a fair market. Peas and beans remain strong. The demand is fair, with neither declines or advances to record.

Split peas continue to be offered at $6.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 28	4 35
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

RICE AND TAPIOCA.—The rice market is firm and continues strong, with demand steady. Local prices remain unchanged, although the Vancouver rice mills have advanced 30c a cwt.

Demand in tapioca is fair, with prices unchanged.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40

Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 60

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.
Imported Patna.	
Bags, 224 lbs.	0 05¼
Half bags, 112 lbs.	0 05⅝
Quarter bags, 56 lbs.	0 05⅞
Velvet bead Carolina	0 09 @ 10
Sago, brown	0 06½ 0 07
Tapioca—	
Pearl, lb.	0 07 0 07¼
Seed, lb.	0 07 0 07¼

SPICES.—This market is firm and steady, with no price changes occurring locally. A feeling of uncertainty is evident with regard to supplies for the future. Spot stocks are light, and the general situation tends to keep them down. Pepper is firm at prices as per list.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

CANNED GOODS.—Canned goods are moving fairly well, partly as a result of some price competition. Some lines show weakness, due to quiet business. These tendencies of weakness are all of a temporary nature, and are offset by the basic conditions of the market, which are steady.

ONTARIO MARKETS

Toronto, Jan. 27.—An importer beseeched the writer this morning to point out to the retailer the need for patience during these stressful days. He said he thought that many retailers did not mean to be impatient when the manufacturer or the wholesaler didn't fill his (the retailer's) order the minute he got it, if only he could see a reason for the delay. Many retailers didn't know, he claimed, the reasons.

There is no doubt that delays are the order of the day. Retailers as well as manufacturers must get used to that. Elsewhere in these market columns it is pointed out that the freight situation is now so tied up that business is seriously incommoded. Not only is there a scarcity of boats, but reservations of space made long ago are being cancelled daily. Goods are lying on the wharves at the ports, and have been for weeks. The space for ocean transit compared to the space needed is as a drop in a bucket. This being so, importers and exporters cannot respectively get and ship their goods. Moreover, it does not look as if the situation will be any more easy. Then, here's another thing. Not only are there few boats to load consignments on, but there are few even in England to do the loading. Dock labor was never so scarce. Practically the only dockers now are old men; all the young men are away to the war. Dock laboring is a trade: it has to be learned. Older men can't jump right in and load boats quickly and efficiently. Moreover, they haven't the strength, which makes for speed and efficiency. Consequently, shipments are often held up simply for lack of men to load the boats. One shipment of tea, for instance, due to come over here in October, is arriving this week. Four months practically of delay! And interest has to be paid for that time, as well as inconvenience suffered.

So the retailer should consider these things and not grow impatient at delay. Importers and wholesalers are just as annoyed and upset by delay as the retailer. Delay is one of the misfortunes of war, and, as such, must be borne and borne with a sweet temper.

SUGAR.—The market in New York is firmer. There have been heavy sales at half a cent. higher than last week, and the tone is strong, with an advance not unlikely. The freight situation is complicating conditions, because boats are slow to move the new crops. There has been heavy buying of futures, and orders have been placed up to end of March. The market is strong, therefore, and will probably remain strong, although no immediate advance is forecast.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—Up to time we go to press there is no cable from London to say how the market on Tuesday went. Both in London and Colombo, however, market tone was quite firm, and stocks in Canada are not over-large. Scarcity of shipping from Calcutta is becoming a powerful factor in rising prices. A tea man said this week that he had lots of tea, if he could only get it forward. The trouble as to freights is really serious. In introduction to these markets will be found reference to one tea importer whose shipments have been four months in crossing the water. Attention of the trade is directed to this freight trouble. As was shown last week, there is lots of tea, but it can't be gotten to the consumer.

DRIED FRUITS.—Currants are up a full cent. Amalas are particularly strong, partly because of the conditions of the primary market, and partly due to the small spot stocks and the improbability of any more for some time. Demand is good for all lines. Filiatras are much in demand. Quality is another factor. For most part this is poor, and, therefore, good quality stuff is loudly called for. Cables from Greece report lack of buying for futures, though there are lots of inquiries. It is said that not until end of February will there be a boat in New York. Prunes continue strong at the coast. Buying for futures is fairly heavy, and March quotations are slightly ahead of February. Demand in this market is strengthening now as most retailers are stocking their shelves again. Raisins are firm, though no advance is forecast. English buying is firming up the coast market.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 26's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants		
Filiatras, per lb.	0 12	0 13
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12¾	0 13
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Pecans are feature of this market. Low stocks are held, and buying has taken a sudden spurt. We quote 60c to 65c, which is a big advance. There is fair demand only for other lines. Tarragona almonds are none too plentiful.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35

Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—The market discloses nothing new. All grades are quite firm on a big demand, which is upon a small supply. Beans should be coming in much more freely now than is the case. Peas are a trifle easier, though not quotably lower.

Beans, choice primes, bush.	....	4 25
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 00	3 25
Split, lb.	0 06¼	0 06½

SPICES.—Market locally is quieter again. Cloves, however, is still a strong spot, reflecting New York. Cables give the overseas situation as quite firm, with little chance of any reaction. Freights are a factor for high levels, of course.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 16	0 15—0 16
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	....—0 15
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 03
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 22—0 25
Cassia, ground	0 14—0 16	0 23—0 26
Cayenne	....—....	....—0 30
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	....—0 50
Celery salt	....—....	....—0 20
Celery pepper	....—....	....—0 30
Cinnamon, Batavia	....—....	0 28—0 30
Cloves, whole	....—....	0 30—0 35
Coriander seed	....—....	....—0 12
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—0 50	0 50—0 55
Curry powder	....—....	0 25—0 26
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 32
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 90—1 00
Mustard, pure	....—....	....—0 30
Mustard seed	....—....	....—0 28
Nutmegs, brown, 60s, 52c; 80s, 32c; 100s	....—....	....—0 27
Nutmegs, ground, bulk, 45c; 1 lb. tins	....—....	....—0 35
Pastry spice	....—....	0 22—0 25
Paprika	....—....	....—0 33
Peppers, black, ground	0 14—0 18	0 25—0 26
Peppers, black, whole	....—....	0 22—0 25
Peppers, white, ground	0 19—0 24	0 34—0 36
Peppers, white, whole	....—....	0 34—0 36
Pickling spice	....—....	0 16—0 20
Sage	....—....	....—0 36
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 16—0 18

COFFEE.—The market rules quiet and somewhat uninteresting. In New York futures are slightly up. Crop movement in Santos and Rios shows total receipts so far well ahead of last year.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—Market on rice is quiet again, with a steady tone, reflecting quiet on part of the sellers. The freight situation is an invitation here too, and partly accounts for the dullness. There is no change in tapioca, which continues very firm.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 07

CANNED GOODS.—Except the general firmness, there is nothing new in the situation. Retailers are buying heavily, evidently looking for advances.

MANITOBA MARKETS

Winnipeg, Jan. 27.—A number of complaints have been received by local wholesalers to effect that there is considerable congestion at certain points both on C. P. R. and C. N. R., which prevents the farmer from shipping his grain. Thus, he is unable to pay his dealer, and the dealer complains to the wholesaler. The congestion seems to have been most severe at places where there is no competition between railways, and at such places there is usually a bad hold-up. Lemberg, Sask., and Roblin, Man., are, for instance, two of the many places in the West that have been suffering from this cause.

Due to standardizing of prices throughout Canada, a slight decline took place in Clark's products quoted in Winnipeg. This caused some surprise in the East, where the price has been advanced. In the process of standardizing, a slight advance occurred in the East, whereas in the West prices were slightly lower. The following quotations are now current in Winnipeg: Corn beef, 1's, $2.50 per doz.; 2's, $5; roast beef, $5 per doz.; lunch tongue, $4 per doz.; halves, $2; pork and beans, 2's, $2.30 per doz.; 1's, $2.80.

In connection with market here, lines which require consideration from the retailer are dried fruits, especially raisins, currants, peels and prunes, rice, and corn syrup. Stocks of dried fruits, which were heavily drawn on for Christmas trade, will not last for many more weeks, and when the dealer comes in again, there is no doubt that, owing to depletion of stocks in California, he will be compelled to pay higher prices. In the case of rice, it appears that stocks being held now are nearly exhausted. Owing to the high corn market, the general opinion is that both corn syrup and starch will advance. The tea situation, on account of the coming of the budget, requires careful consideration, and each dealer will have to determine in his own mind whether it is safe to take a chance or not. Telegraph advices state that an advance has taken place in peanuts of about ¼c, which was unexpected at this season of the year.

SUGAR.—Despite the fact that the raw market in New York has jumped several points, local feeling is that no advance will take place on this market. This means probably that the predicted decline will be a little longer in taking place. The only thing that is assisting business in sugar just now is a slight chance of a duty being imposed on it by the Finance Minister next month.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 60
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

SYRUP.—With the approach of spring the demand is picking up exceptionally well, and syrups apparently are good buying owing to an advance in the corn market. The opinion is held that both syrup and starch may be expected to advance. From the present outlook it is almost certain that corn syrup will go up. The chances of cane syrup going up are not so good.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case ½ doz.	2 88
20s, per case ¼ doz.	2 87
½ barrels, lb.	0 04½
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes, fancy		0 70
Barbadoes, choice		0 63
New Orleans	0 36	0 37

DRIED FRUITS.—If currants keep on the way they are going at present time, it will be difficult to get any at all before long. In New York there has been steady advance at rate of ½c per week on spot goods owing to alleged ultimatum delivered by the allies to Greece. If Greece went into the war on either side there would be only one way for currants to move, and that would be up. Greek currants are the only ones selling out here. California seedless raisins are used to limited extent as substitute, that being reason they are higher to-day than they have been for years. California seedless raisins are quoted to-day, 1-lb. packages 12c, and 12-oz. packages 9½c. During past two weeks prunes have been reported easier in California, but things have changed, and during past few days they have advanced from ¼c to ⅜c; there is every probability of them remaining firm on account of the large exportation to Europe. While peels have advanced on primary market, local quotations are not much changed, being as follows: Lemon, 15c; orange, 15½c; and citron, 19c. New shipments will be arriving inside of two months, which will probably be sold on a higher basis, the primary market for peels having been much firmer of late. Opinion in trade appears to be that raisins will remain steady, with probable advance inside of six weeks, when there will be a much bigger demand for them. There will undoubtedly be higher prices then, as stocks are scarce owing to enormous exportations. The California Raisin Asso-

ciation have extended their guarantee to May 1st. They sell in the fall, and guarantee their customers against a decline up to January 1st. The fact that they have extended their guarantee indicates that there is little chance of a decline in raisins until May anyway.

Latest cables reaching Winnipeg from Greece state that an advance of four shillings has taken place on currants, and local importers hardly know where they are at as regards shipments. Regarding prunes, situation is particularly strong for medium sizes—70-90's. Prices being quoted by Winnipeg, jobbers on all sizes vary between wide limits. The situation as regards peaches and apricots is practically unchanged.

Dried Fruits—		
Evaporated apples, 50's	....	0 11
Evaporated apples, 25's	....	0 11¼
Pears, 25'a	....	0 12
Apricots, choice, 25's	0 11	0 15
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11½	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	0 09½	0 10⅜
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
California, 50's	....	0 14¾
California, 25's	....	0 15
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 08¾
4-cr. layers, 50-lb. boxes	....	0 08½
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08¾
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10
40 to 50, 25s	....	0 11¼
Table Layer Figs—		
7-crown, 35-lb. boxes, per lb.	....	0 17¼
5-crown, 10-lb. boxes, per lb.	....	0 14¾
4-crown, 10-lb. boxes, per lb.	....	0 14
3-crown, 10-lb. boxes, per lb.	....	0 12¾
Glove boxes, per doz.	....	1 25
Cooikng figs, taps, about 5 lbs., lb..	....	0 09

DRIED VEGETABLES. — Japanese beans are now beginning to arrive on this market more plentifully. The quality is exceedingly good, and price being quoted for extra hand-picked is $4.50. Ontario beans are now being picked more carefully, and business is getting down more to a decent basis. Jobbers are quoting $4.40 for 3-lb. pickers on these, but they do not begin to compare with the beans coming in from Japan at $4.50. However, bean prices are so high retailers are not inclined to buy them at all. This is not to be wondered at, considering that before the war, beans sold at $2 per bushel; so that they have more than doubled in price during the past eighteen months. The demand for beans now is mostly for domestic consumption, and for the soldiers. Few beans are bought by contractors. There is no change in the whole pea situation. Splits are selling as high as $6.30.

Beans—		
Choice, white, hand-picked, per bush.	4 35	4 50
Fancy, hand-picked, bushel	....	4 65
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 98 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 000	6 25
Sack, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—Situation is regarded as particularly strong, and there is still talk of higher prices. Reason given is that bulk of contracts placed last year were made on low basis, stocks of which are now nearly exhausted. Rice is now coming into the market on a higher basis, so that the retailer may have to pay more before long. No. 2 Japan is firm at 4½c, and it is difficult to get California's at 8¼c, 8¾c being nearer mark for best grade. Cables arriving this week from Orient state that tapioca and sago are up ¾c, owing to higher freight rates. Locally, tapioca is quoted as low as 6c, but this is not as high as it should be, and supplies will be quoted higher, probably 6¾c or 7c.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05½
No. 2 Japan, per lb.	....	0 04½
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	0 08¼	0 08¾
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06	0 07

TEA.—There is an exceedingly heavy demand, and jobbers have no difficulty in getting good prices, as feeling among retail trade seems to be that a duty is likely, and that by buying now they will probably save 5 to 10c per lb. It is not so much a question of price with retailers just now as getting hold of the goods before the Budget comes down. Whether there is a duty on tea, is, of course, purely a matter of speculation.

COFFEE.—If anything, this market is considerably stronger. Exporting countries are refusing to make concessions.

Coffee—		
Green coffee, No. 7 Rio	0 12½	0 12¾
Green coffee, No. 5 Rio	0 13½	0 14
Green Santos	0 16½	0 16¾
Roasted Rio	0 17¾	0 18½
Santos	0 21½	0 22½
Maracaibo	0 24	0 26
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES—Following a period of great activity, the market quietened down this week. There are no changes to report.

Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 25	0 30
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 22	0 25
Nutmegs, whole	0 22	0 26
Pepper—		
Ground black	0 20	0 22
Ground white	0 31½	0 33½

CANNED GOODS—There are no changes in prices locally, and there is a fair demand for the principal lines, the quotations on which are as follows: Tomatoes, $2.25-$2.50; Standard peas, $1.95; corn, $2.00; strawberries, best grade, $4.25-$4.70; raspberries, $3.25-$4.00; pineapples, sliced, 1½'s, $6.00; gallon apples, $1.55-$1.60.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Jan. 27.—Business has slackened up a little on account of the weather. First shipment of Lipton's tea arrived Tuesday in twelve months. There is an advance of 10c a hundred in rice. Flour advanced 10c on Tuesday, and basis is now $3.50. There are noticeable advances in many lines of drugs of interest to the general merchant, including turpentine, carbolic acid and glycerine. Sheet gelatine is up 5c a pound. Choice dairy butter is now sold at 32c on account of the high market. Formaldehyde slightly higher. Rolled oats are on the $2.65 basis. Present indications point to even higher prices.

General—		
Beans, Ashcroft, lb.	....	0 06¼
Beans, white navy, per bush.	....	4 20
Bran, ton	....	18 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 35	0 45
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.65; 80's	....	1 75
Flour, fancy patents, 98-lb. sack	....	3 50
Flour, seconds	....	3 00
Rice, Siam, per cwt.	....	4 15
Shorts, ton	....	20 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, sbelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 19¼
Bacon, lb., 26c; bellies, lb.	....	0 20½
Butter, creamery, per lb.	....	0 32
Butter, dairy, No. 1, 32c; No. 2	....	0 26
Eggs, extra, per doz.	....	0 40
Eggs, No. 1	....	0 32
Eggs, No. 2	....	0 30
Lard, pure, 3's, per case	....	9 00
Lard, pure, 5's, per case	....	9 85
Lard, 10's, per case	....	9 75
Lard, pure, 20's, each	....	3 23
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Peas, standard, 2 dozen	....	2 20
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, ls	....	9 65
Salmon, pinks, case	....	4 14
Coboes, 1's, $5.80; bumpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Jan. 27.—Rolled oats have made another advance of 15c. Flour is also up 10c to 20c a sack. Lobster halves have advanced to $3. Onions are up $3 a ton. Vinegar, matches, corn starch, corn syrup are all going higher locally. Lard 3's is $9.90 and 5's $9.85. There is a scarcity in certain brands of canned milk in the city at present. Retail business is on the quiet side.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 49	3 50
Molasses, extra fancy, gal.	....	**0 67**
Rolled oats, bail	....	3 15
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 00	4 40
Potatoes, local, per bush.	....	0 35
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 40
Sbelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 20½
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 35
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	....	0 12¼

Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.	....	0 04½
Grapefruit, Cal.	....	3 50
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	....	35 00
Lemons, case	4 50	4 75

NEW BRUNSWICK MARKETS

By Wire.

St. John, Jan. 27.—Lard, compound, is now 12¾c to 13c per lb. Flour, Manitoba, is up to $8.05. Apples have firmed up to $4 to $6, and lemons, Messina, are higher at $5.50; Californias are $3 to $4.50. Potatoes are up to $3.50. Molasses have eased off a few cents to 50c. Cream of tartar is now at 48c to 53c, and rice is $4.90 to $5. January dullness still prevails generally in grocery trade, with some signs of increasing activity. Collections are keeping up to mark with care. New crop molasses arriving is reducing price. Lack of tonnage is keeping it higher than otherwise. Rice reflects upward trend of cereals, marked in rise of flour. Potatoes are scarcer, and price is rising with prospect of a new record.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	26 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 54	0 56
Eggs, case, per doz.	0 32	0 34
Lard, compound, per lb.	0 12¾	0 13
Lard, pure, per lb.	0 15	0 15¼
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	8 05
Flour, Ontario	7 10	7 35
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	....	5 50
Lemons, Cal., box	3 00	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	6 70	6 75
United Empire	6 50	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps	....	7 75
Lemons, Messina, box	....	....
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 48	0 50
Cream of tartar, per lb., bulk	0 48	0 53
Currants	0 12	0 13
Rice, per cwt.	4 90	5 00

FREE SHORT COURSE

From Feb. 7th to 11th there will be a free short course held at Macdonald College, Montreal, for the benefit of those engaged in vegetable and fruit raising. The course will be devoted to the practical side of the work and will be purely educational in character. The hours of the lectures are so arranged that Montreal people can go out daily in time for the first lecture and return to their homes at night.

Alexander Whammond, for three years with MacLure & Langley, manufacturers agents, Winnipeg, is now on the traveling staff of the Robt. Gillespie Co., Winnipeg.

CATALOGUES AND BOOKLETS

"The Red Book," a directory for 1916 of wholesale grocers in the United States and Canada, has been received. This is published by O. C. Ingallis, Columbus, O., and contains full list of wholesalers in both countries by cities and alphabetically.

The California Fruit Canners' Association have issued a neat little booklet on interesting facts about ripe olives. This goes into the history of the olive, and points out that little as yet is known about the qualities of the ripe olive. Ripe olives are gathered ripe. When properly prepared they constitute a nutritious, easily digestible and agreeable food; their nutritious value is evidenced by the fact that they contain from 12 to 30 per cent. of oil. They also contain digestible carbo-hydrates and nitrogenous matters and for this reason are often used to replace meat in the olive growing countries. The booklet deals particularly with California ripe olives and points out that as yet California is only an infant in the olive business, the present acreage being approximately 22,000 acres, of which probably 13,000 have been planted during the past four or five years and are not in bearing.

CANADIAN GOVERNMENT PURCHASING COMMISSION

The following gentlemen constitute the Commission appointed to make all purchases under the Dominion $100,000,000 war appropriation:—George F. Galt, Winnipeg; Hormidas Laporte, Montreal; A. E. Kemp, Toronto. Thomas Hilliard is secretary, and the commission headquarters are at Ottawa.

N. C. R. IN CANADA

The National Cash Register Company, Canada, Limited, has been incorporated in Canada with a paid-up capital of $1,000,000. The business of this company in Canada, has heretofore been handled as a branch of the Dayton Company under the direction of a Canadian manager. The officers of the new corporation will be composed of Canadians. H. J. Daly, who has had the Canadian management, will be managing director, with W. J. Irvine as assistant manager and C. H. Rooke as office manager. W. L. Tobias, factory superintendent, will continue in that capacity with the new company.

CURRENT NEWS NOTES

A. E. Manning, grocer, Toronto, has sold to W. G. Bagley.

W. D. Parks, grocer, North Bay, Ont., has sold to R. A. Lawson.

Robert Phillips, general merchant, Rock Mills, Ont., has sold to J. Park.

Timothy Browne, one of Brockville, Ont., oldest grocers, died on Friday last.

G. S. Wyman, general merchant, Wood Mountain, Sask., has sold to C. Linden.

David Brown, Brown's Corners, Ont., general merchant, has sold to R. Sellers & Son.

Chas. A. Muma, for some years a general merchant in Drumbo, Ont., died recently.

Cullen & Haviland, grocers, West Lorne, Ont., have dissolved partnership, Mr. Haviland continuing.

Riley Sweers, sales manager of the Oval Wood Dish Co., Delta, Ohio, passed through Western Canada last week on a business trip.

W. E. Wright has been appointed western sales agent, with headquarters in Winnipeg, for the National Cash Register Co., of Canada, Ltd.

McArthur & Harper, who were formerly in business at Kamloops, B.C., bought out Munn Bros. cash grocery store, 357 Victoria street, and opened again on Jan. 10.

At one of the sessions of the Live Stock Commission held in Regina last week, the suggestion was made that the Government erect an abattoir in that province.

Swift Current rinks defeated Morse in the "Young Tom" curling competition held at Swift Current, Sask., last week, and won the four coffee percolators offered as prizes by the Swift Current Grocery Co.

Among the stores destroyed in the fatal fire at Brandon, Man., last week, in which several clerks lost their lives, was that of Doig, Rankin, and Robertson, department store, who have a grocery department.

The Todhunter-Mitchell Coffee Co., 126 Lombard street, and the Pure Gold Mfg. Co., Winnipeg, are moving into a new plant located at the corner of Smith and York Ave., where they will manufacture on a larger scale.

Geo. Birkett, of Rostron & Birkett, Success, Sask., will shortly leave for Winnipeg, to occupy a government position. Mr. Birkett is an honorably discharged British soldier, having served several months at the commencement of the war.

George Parr, a pioneer of Winnipeg, died on Thursday, Jan. 20. He came to Winnipeg in 1882, representing some eastern manufacturers, but latterly connected with the W. J. Boyd Co., manufacturing confectioners, Winnipeg, from which he retired a few years ago.

FRUIT AND VEGETABLES

Potatoes, Onions and Parsley Higher

Delawares Are High at $2.20—Spanish Onions in Demand—Mushrooms Take a Jump—Celery Slightly Lower—Oranges Up in Montreal

MONTREAL

FRUIT.—Oranges have advanced another twenty-five cents on account of shipping tie-up in California as result of rains. Navels sell now at $4.25 a crate. They are firm at this price, and show a rising tendency for next week. When conditions in primary market approach normal again a lowering of price may be looked for. Lemons are firm at the old price. Apples are steady with some sales reported at from 10 to 15c higher. Big stocks of apples are reported on hand. Grape fruit is steady and demand normal. Cranberries remain the same and scarce. Sales of Cape Cods in small quantities at an advanced price are reported.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	5 00	6 50
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	4 00
Grapes, Malaga, heavy weight, bbl.	7 00	9 00
Lemons—		
California	4 00	4 25
Verdellis	....	4 50
Messina, 300 size, box	4 00	4 50
Oranges—		
Navels	....	4 25
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 40
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—This week's vegetable market has been marked by number of advances. Onions have jumped 50c and are now $3 per cwt. They are very firm at this price, and show a rising tendency that is based on crop shortage. Bermuda parsley has nearly doubled in value, having advanced from 75c to present price of $1.35 as result of heavy rains. Canadian parsley has advanced in sympathy with it and is now being offered at 60c, an advance of 20c over the old price. Artichokes have advanced 25c and are now selling at $1.50 per bag. California cauliflower, previously shipped in here in small lots is now handled in carload lots and stored here. It is not expected that increased size of shipments will tend to lower prevailing prices. Potatoes remain unchanged with demand good and prevailing prices still good. Boston lettuce has dropped 50c and is now selling at $2 a box. Florida lettuce is still being offered and was instrumental in causing the drop in Boston. Beans remain unchanged from last week and demand is poor on account of high prices asked and inferior quality.

Artichokes, bag	....	1 50
Beets, bag	....	1 00
Beans, wax, N.Y., per basket	....	7 00
Beans, green, N.Y., per basket	....	7 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red 1oz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 75
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	6 75	7 00
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 15	0 20
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	5 50
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 50
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	1 90
Sweet, hamper	1 75	2 00
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	0 30	0 35
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Florida strawberries have been selling at slightly higher prices this last week, and we have tightened our range of prices to 40 and 50 cents. A car of cocoanuts came in this week, selling at $5.75 a bag. Navel oranges have stiffened again. Supplies are not so plentiful, and price is up to $4. There is a big demand for Florida oranges at ruling levels. Cuban grape fruit of splendid quality is more ample now, and good supplies are coming in right along. There is a big demand for grape fruit and has been for some months. Apples show no change.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 25
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 25	4 25
Cuban, case	3 00	3 75
Grapes, Malaga, keg	6 00	9 00
Oranges—		
Florida, case	2 50	3 00
Navels	2 50	4 00
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Porto Rico	4 00	5 00
Strawberries, Florida, box	0 40	0 50
Tangerines, strap	4 00	4 50

VEGETABLES. — The big feature again this week, as last, is the tight situation in potatoes. This gets worse instead of better. Prices on Delawares in some cases are as high as $2.20 a bag, though a good many dealers are selling at $2.10 and $2.15. Some cars continue to come forward, but demand is heavy and new supplies are no better quality than the old, which is a determining factor in prices. British Columbia potatoes continue to come forward. Celery is selling well, but extra stocks have lowered the price somewhat, and we quote figures 25 cents lower than last week. Spanish onions are firmer and higher. Sprouts sell here and there but there is only a hand-to-mouth demand.

Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Cauliflower, case	2 75	3 00
Carrots, new, bag	0 75	0 80
Celery, Cal., case	6 25	6 50
Cucumbers—		
Hothouse, doz.	2 40	2 50
Onions—		
Can., 75-lb. sack	1 00	1 35
Spanish, large case	4 90	5 00
Lettuce, Boston, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	....	2 50
Parsnips, bag	0 70	0 75
Peppers, green, doz.	0 65	0 70
Potatoes—		
N.B. Delawares, bag	2 10	2 20
British Columbia, bag	1 85	2 00
Ontario, bag	....	1 85
New, bamper	....	3 75
Sweet, kiln-dried, hamper	....	1 35
Parsnips, bag	0 80	0 85
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	....	0 25

WINNIPEG

FRUITS AND VEGETABLES. — There is little new on this market. New arrivals are practically nil. A few changes which have taken place during this week are Florida strawberries, which declined 10c, and are now 65c per qt. There are no cheap Malaga grapes, and quotations for kegs now are $10.

(Continued on page 38.)

FISH AND OYSTERS

Shortage of Eastern Fish

Haddock, Codfish and Tom Cods Short—Frozen Lake Fish Light in Demand — Good Sale of Winter Caught Whitefish

MONTREAL

FISH AND OYSTERS.—The principal event looming up in the fish trade is the meeting next week of the Canadian Fisheries Association which is expected to have a clarifying effect on fish prices. The feature of the fish market at present is shortage of all kinds of western fish. This includes even tom-cods, although they are fully ten per cent. higher than at this time last year. Owing to light stocks and good demand haddies have gone up from a half to one cent. Stocks of haddock and codfish are small. The same is true of herring and as fishing is now pretty well over until March higher prices are looked for. The stocks of frozen lake fish such as pickerel, pike, and trout are also rather lighter than demand would warrant so that higher prices are expected. There are fairly good stocks of smelts on hand but there is little demand. Frozen mackerel is just beginning to move at only fair prices. In the pickled, salt and repared lines enquiries are coming freely from every quarter, but sales are light. Bulk and shell oyster business is without any new feature with demand and prices steady.

TORONTO

FISH AND OYSTERS.—Trade is pretty much of a sameness with last week, and few new features present themselves. The fresh caught winter white fish that came in last week proved a good seller, and demand continues good. Plentiful supplies, however, are helping price downward, and good stock is selling at 9 and 10 cents. Qualla salmon sells well at 8 cents a pound, largely because fresh caught is cleaned up. Meaford trout is worth around 9 cents a pound. Good business is being done in smelts, particularly in extras and supplies are better now. We quote about 18 cents. Some are even lower than that. Herrings in 100-lb. bags fetch $3.25 and $3.50. Halibut and haddock are the leaders, and sell at ruling prices, with little feature, except that stocks are more plentiful.

General fish trade is a trifle quiet. Dealers usually experience this about this time. The four weeks or so preceding Lent are a lull; then activity comes. Hotel and restaurant trade is reported quieter.

SMOKED FISH.

	Moutreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.10	...
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.16
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	6 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes. a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 50
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	6 — 6½	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	6½— 7	9 —10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout,	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FRESH LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small families	.07-.07½	.08
Lake trout, large and medium, lb.	.10	.10
Dore, dres sor ound, lb.	.08½-.09	.09-.13
Pike, dressed and beadless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 200 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, bf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY—There is practically no change in prices on either fish or poultry. Business on latter is picking up again after the holidays, following lull which occurred couple of weeks ago. Receipts of poultry continue poor, which is not new at this period. Demand for fish in the country is especially good, and farmers are buying freely. Fish is plentiful in the West, with exception of haddies, which are inclined to be scarce.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 10
Bloaters, per box	....	1 75
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, 3-gal. tins	....	2 75
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	0 08	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	....	0 12
Ducklings	....	0 13
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 18
Fowl, No. 1	....	0 15
Turkeys, No. 1	....	0 24
Ducks, No. 1	....	0 16
Geese, No. 1	....	0 15

PRODUCE AND PROVISIONS

New Laids Lower: Cheese Firm

Milder Weather Lowers Price of Eggs—Exports to England Cease—No Change in Butter—Poultry Deliveries Light.

MONTREAL

PROVISIONS.—Trade in provisions remains quiet with prices stationary, although demand is fair, and in the case of lard good. Lard compounds are firm. This is due less to demand than to the tremendous drain made on the industry for glycerine which has enhanced value of cottonseed oil as it contains about ten per cent. of glycerine. Compounds are moving fair at late advance. Abattoir fresh killed hogs are firm at old prices with some sales at higher figures. The soft weather of last week reacted unfavorably on the demand but a fair trade prevails. As might be expected at this time of year stocks are inclined to be light with dealers cleaning up.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Sholders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 29
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs. gross		0 15¼
Pails, tin, 20 lbs. gross		0 14¾
Cases, 10 lbs., tins, 60 in case		0 15½
Cases, 3 and 5-lb. tins, 60 in case		0 16½
Bricks, 1 lb., each		0 17
Lard, Compound—		
Tierces, 375 lbs. net		0 12¼
Tubs, 50 lbs., net		0 12¾
Tins, 50 lbs., net		0 12¾
Pails, wood, 20 lbs., net		0 13
Pails, tin, 20 lbs., net		0 13
Cases, 10-lb. tins, 60 in case		0 14
Cases, 3 and 5-lb. tins, 60 in case		0 13¾
Bricks, 1 lb., eacb		0 14¾
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—The butter market is firm and quiet with stocks normal and demand limited. This is a result of retail dealers having anticipated their stocks sometime ago. It is thought tbat when a little buying move sets in an advance is probable. Receipts are much lighter than they were a year ago at this time.

Butter—		
Finest creamery, September make		0 36
Finest creamery, fresb made		0 34½
Dairy prints		0 28
Dairy, solids		0 27
Separator prints		0 26
Bakers		0 23

CHEESE.—This market is ruling high both in England and here so that sales are only made where goods are actually required. Nevertheless there has been fair cable and spot buying. Stocks are light here and comparatively so in England as result of army orders that have absorbed nearly half a million boxes in excess of last year. It is said that full fifty per cent. of the small stock held in Canada is on Government account. English prices range from 95 to 97/6d., according to section, color and quality, which is equivalent to an export price at this port of from 18 to 18⅛c in contradistinction to our quoted price of 19 to 20 for smaller lots for domestic use.

Cbeese—		
Old make	0 19	0 20
Stilton		0 20

EGGS.—Eggs show the only decrease in produce lines. New laid stamped are selling at three cents less than last week, and are being offered at 42c. Export in this line is pretty well finished for this season. The English market is lower although stocks of eggs are light. Storage eggs from the States have been going into local use lately.

Eggs, case lots—		
New laid, stamped		0 42
Selects		0 33
No. 1's		0 30
No. 2's		0 28

POULTRY.—The poultry market continues firm. Demand is normal, but stocks are so light that prices give no indication of weakening, and buyers have difficulty in satisfying their wants at prevailing prices. The shortage from last year has never been adequately met so that a higher range of values is looked for throughout the season. Last week's prices still prevail.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 19
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 16	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelpbia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—The honey market is dull as is usual after its one annual activity in the fall. The present level of the prices shows no tendency to change. Stocks are not as heavy as a year ago, but are sufficient to take care of present demand.

Honey—		
Buckwbeat, tins		0 07
Strained clover, 60-lb. tins		0 10½
Strained clover, in 10-lb. tins		0 11
Strained clover, in 5-lb. tins		0 11½
Comb boney, No. 1, doz.		3 00
Comb boney, No. 2, doz.		2 40

TORONTO

PROVISIONS.—The firmness continues in pork products, but there is little feature. The milder weather has appeared to lessen the demand for bacon for the moment. Lard is unchanged.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18
Large, per lb.	0 14½	0 15
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 16	0 17
Sboulders, per lb.	0 16	0 17
Pickled meats—1c less tban smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Flat backs, lb.	0 13	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Sboulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Sbort cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb	0 13¾	0 14
Tubs, 60 lbs.	0 14¼	0 14½
Pails	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Market is strong but shows no increase. Levels are well maintained. Buying is not heavy. This last few months have been a heavy buying time, and retailers report they are full up. Deliveries are light. That is the basic factor. When retailers do buy again it will stiffen prices.

Butter—		
Creamery prints, fresb	0 36	0 37
Dairy prints, choice, lb.	0 32	0 33
Dairy prints, lb.	0 29	0 32
Bakers'	0 24	0 25

CHEESE.—Once more there is no change to record. Prices are high and quite firm, the governing condition con-

tinuing to be the big overseas demand, chiefly for soldiers. England is now paying prices that a year ago she would have scorned. Fortunes of war! They've got to give the soldiers cheese.

Cheese—		
Large, per lb.	0 18½	0 19
Twins, per lb.	0 18¾	0 19¼

EGGS.—New laids have taken a drop this week, on the continuance of the milder weather. We now quote 38 to 40 cents. One reason for a general easiness—compared to what has been—in the egg situation is the fact that exports are curtailed, there being little demand from England just now. The future strength or weakness of new laids depends largely on weather happenings.

Eggs—		
New laids, specials, in cartons	0 38	0 40
Extras	0 33	0 34
No. 1, storage	0 30	0 31
No. 2, storage	0 25	0 26

POULTRY.—Except for a notable firmness and a somewhat unusual lightness in delivery this market has little feature. Chicken and fowl are much in demand, particularly by the Jews.

Poultry—	Live	Dressed
Old fowl, pound	0 13—0 15	0 13—0 15
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—Prices are slightly easier, and in some cases about half a cent lower is quoted. Other provision men hold their's firmly, however. There is no change in conditions.

Buckwheat, tins	....	0 08
Strained, clover, 60-lb. tins	0 12	0 12½
Strained clover, in 10-lb. tins	0 12½	0 13
Strained clover, in 5-lb. tins	0 12½	0 13
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS—The egg situation is interesting. Local stocks are pretty well cleaned up, and supplies will be arriving more or less from the United States. Prices paid will not permit of any recession in local quotations. New-laids are arriving slowly. The hog market is somewhat on same basis as last week, although with less intense weather, deliveries will not be tied up so much; thus receipts should be heavier, and undertone of the market will probably be weaker later on. Meat and lard prices are unchanged, and lard is firm at present prices. As regards cheese, there is no change, but packers are of opinion that there must be a further advance on account of local stocks being so light. The winter make of butter is increasing, which will lessen effect of drain on storage stocks.

Hams—		
Light, per lb.	0 18½	0 19
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 28
Shoulders, per lb.	0 12½	0 14
Backs, per lb.	....	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 28
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl	....	20 00
Lard, Pure—		
Tierces	....	0 14
Pails	....	2 90
Cases, 5s	....	9 03
Cases, 3s	....	9 15
Lard, Compound—		
Tierces	....	0 12¼
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cartons	....	0 32
Cheese—		
Ontario, hogs	....	0 20
Ontario, twins	....	0 20½

FFRUIT AND VEGETABLES

(Continued from page 35.)

Red globe onions have jumped to 3½c per lb.

Fresh Fruits—		
Strawberries, Florida, quart	....	0 65
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washinggton box apples	1 50	2 00
Navel oranges, case	3 25	4 00
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, bbl.	....	10 00
Washingtgon pears	....	3 00
Malaga grapes, kegs	....	10 00
Red Globe onions, lb.	....	0 03½
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 35
Cuban tomatoes case	....	7 50
VEGETABLES.—		
Cabbage, per lb.	....	0 01½
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	0 65	0 85
Manitoba potatoes, sacked, carloads..	....	0 63
Garlic, per lb.	....	0 23
Squash, per lb.	....	0 04
Turnips, bushel	....	0 45
Pumpkins, per lb.	....	0 04
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	6 50

MERCHANDISE TAXES AND FREIGHTS

SEVERAL matters vital to Canadian trade are now under consideration in London. The committee appointed by the Government to investigate the opportunities and advisability of raising the revenue have reported in favor of taxing the imports into Great Britain of manufactures of electrical apparatus, optical glass, table glass, bottles, and some classes of porcelain, earthenware, chinaware, cutlery, toys, paper, brushes, printing, stationery, jewellery and fancy leather.

The report recommends the necessity of consulting the Dominions in order to co-inordinate Imperial policy in this matter. A further recommendation was made that all articles purchased with Government moneys should be of British manufacture.

In another connection the Government had almost decided to commandeer the British shipping in order to expedite and regulate freights, but it is now announced has decided to forego this decision. Instead, the Government is endeavoring to co-ordinate the handling of tonnage for the better handling of military and naval shipping and food transportation. The President of the Board of Trade goes so far as to say that the articles that are now strictly necessary at the present time may have to be shut out of the country in order to release shipping for vital needs. He adds that this matter of shipping is one of the most important problems confronting the Government at this stage of the war.

A further illustration of this point is made by the chairman of the Cunard Company, who charges the brewing and distilling industries of absorbing too great a proportion of the national shipping at this critical juncture. He adds that an actual increase of bottoms would be inadvisable, as port and inland transport facilities are taxed to the utmost even under present inadequate tonnage, and that such an increase of ships would only mean a further congestion of ports and a waiting list of unloaded ships.

The capstone is added in his final summing up: "The competition for freights can only be reduced by the elimination of the demand for articles not necessary for the conduct of the war. Otherwise freight rates will rise still further."

SAVES MONEY EVERY MONTH

THE CANADIAN GROCER —

Enclosed we send you cheque for above. Would not be without the Grocer if it cost double the price. The information contained therein helps us to save money every month.

JOHN KELUSKY & CO.,
Bancroft, Ont., Jan. 6, 1916.

WORTH THE MONEY

MacLean Publishing Co.

Gentlemen:—Enclosed please find postal note for $2, being one year's subscription for the CANADIAN GROCER.

It is well worth the money, as it gives one a forecast of the market prices of GROCERIES so we can take advantage of same.

G. J. BROWN,
Oberon, Man., Jan. 4, 1916.

Writing Canadian Grocer, J. O. Montplaiser, Drummondville, Que., says: "Never had so much for my money."

WANTED

TEA EXPERT, OVER TWENTY YEARS' experience, requires position as traveler or buyer. Eleven years with present firm. Box 125, Canadian Grocer.

GROCERY MANAGER, 36 YEARS OF AGE, with 20 years' wholesale and retail experience (10 years in West) desires change as buyer or manager in wholesale house or large retail business, large department store experience. At present engaged. Progressive and energetic. Apply Box 128, Canadian Grocer.

For Eggs of the Highest Quality—the kind that please the most exacting— Write to

THE TILLSON EGG FARM
BRACEBRIDGE, ONT.

With every sale of "Minto Tea" *you hand your customer back the amount of money it would require to advertise it.*

Yes, we mean exactly what we say; inside every package, whether half or one pound of Minto Tea, we have enclosed the amount of money we had appropriated for 1916 to advertise it to the consumer. Instead of giving this money to the printer we are giving it to the user of Minto Tea, and this without lowering the high Minto Standard of quality. Every pound of Minto Tea costs the retailer 33c, and sells at 40c.

Send for a trial shipment to-day.

Minto Bros.

New Address: 284 Church St. TORONTO

A Fish Day

Have you heard of the innovation?

Next February 29th shall be a *Fish Day* all over the Dominion.
Every one of us shall eat *Fish* and only *Fish* on that day.
Don't lose the opportunity, but get ready at once.

We can supply your wants at the lowest market prices, and with the best goods obtainable.

Think of it, now, and forward your orders.

We shall take care of them, and make money for you.

The old and reliable headquarters—

D. HATTON COMPANY

Montreal

Established 1874.

FLOUR AND CEREALS

Another Advance in Flour

Acute Situation at Ports—Freightage Seriously Holding Up Exports — Feed Flour Higher Again—All Markets Firm

MONTREAL

FLOUR.—Flour has advanced another 20c as result of the continued strength of the Winnipeg market for wheat. Prices now show an increase of 12 to 13c since the new year. Continued car congestion is also a factor in increasing prices of flour.

Demand for flour is fair but not a great number of sales are reported at the higher prices. The present condition of the market is likely to continue for some time. No relief of the car shortage is promised for several months. Shipments are so delayed that orders are held up all along the line as an indirect result.

Winter wheat flour shows no change. It is firm and buying continues hand-to-mouth. Advances in wheat have made buyers shy so that demand is light.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 30
Second patents	6 80
Strong bakers	6 60

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 05	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 90

CEREALS.—Oats have advanced two cents but cereals remain unchanged. Demand is fair, but orders are hard to fill because of car shortage and freight congestion. No immediate relief is expected.

Cornmeal—	Per 98-lb. sack.
Gold dust	2 25 2 45
Unbolted	2 00 2 15
Rolled Oats—	90's in jute.
Small lots	2 70 2 90
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Mill feeds have advanced as result of rise of oats. Mixed chops oat chop has gone up $1 a ton. Feed orders are not coming in as fast as might be expected because of lack of cars.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 58
Feed wheat, bag	1 [illegible]

TORONTO

FLOUR.—There has been another advance of 20 cents, since last writing and first patents are now $7.50; other grades advanced in proportion. Probably the greatest factor is the embargo at Atlantic ports, which has now become a serious matter. Only perishable commodities are getting through to seaboard with anything like promptness. Few boats are available, and this is the case at most every port. It hits the flour trade particularly hard with a strong overseas market bidding at profitable figures. Some large concerns have nevertheless had to close their mills temporarily, while others have cut down their output, all because the embargo has so compelled them. This condition—which is not, apparently, going to be relieved—not only hurts the miller, but in due time the producer will feel the effect, too.

Abnormal freights are ruling; $1 and over a hundredweight on flour is heavy.

A Western Ontario baker and grocer called up Canadian Grocer by long distance the other day to ask if we considered $6.50 for first patents, Manitoba wheat flour a good buy. This offer had been made him by one concern on several car loads. He has taken it up and it will last him until April 1.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	7 40	7 20
Second patents	6 90	6 70
Strong bakers	6 70	6 50
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	5 10	4 90

CEREALS.—All grains appear to be firm, on account of scarcity. Old Canadian corn is pretty well off market although odd cars are available. Some have mixed old stuff with new, to improve the standard of the latter. American corn continues scarce and of poor quality, and kiln-drying is expensive. Rolled oats are quite firm.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, atandard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 75
Rolled wheat, 100-lb. bbl	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

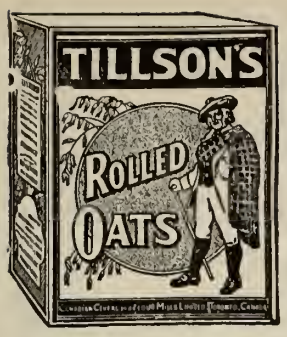
FEEDS.—There is a bull market ruling in Ontario oats, and they are advancing by leaps and bounds. No. 3 are worth 44 to 45, and likely to go higher. Brans and shorts continue in demand. Because mills have curtailed their output of flour and offal, and demand for feeds is heavy, an effect of the embargo is to stiffen and advance prices of feeds. Good feed flour is strong at $1.75.

Mill Feeds—		Mixed cars per ton
Bran	....	24 00
Shorts	25 00	26 00
Special middlings	....	29 00
Feed flour, per bag	....	1 75
Oats—		
No. 3, Ontario, outside points	0 44	0 45

WINNIPEG

FLOUR AND CEREALS.—An advance took place in flour on the 19th of 20c per bbl., and another early this week of 20 cents per barrel. Since then the wheat market has strengthened considerably, prices for May wheat being 2⅜c higher on January 21st than on January 20th. There has been a big advance in rolled oats, the latest advance amounting to 15c per 80 lbs., this occurring on January 20. Prior to this date, the price jumped to $2.30, and is now as high as $2.45. This is due to an advance in oats, May oats being quoted at 50⅞c, whereas a week previous they were quoted at 48½c. No further advances are expected in rolled oats unless there is a big jump in oats, and the feeling is that latter are going up in sympathy with wheat, whereas really the demand for oats is not heavy. Cornmeal has not declined yet, and remains steady at $2.35. There is little change in feeds except that demand in the West has been much bigger during past two weeks, whereas demand from the East fell off somewhat.

Flour—		
Best patents	....	7 00
Bakers	....	5 90
Clears	....	5 80
XXXX.	....	4 70
Cereals—		
Rolled oats, 80 lbs.	....	2 45
Oatmeal, standard and gran., 98 lbs.	....	2 70
Cornmeal	....	2 35
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00



Drop a card to-day Mr. Grocer or Mr. Clerk asking us for our special sales-getting window display which has proven so effective in attracting attention to and making sales *for Tillson's Rolled Oats, Tillson's "Scotch" Fine Cut Oat Meal, Tillson's "Scotch" Health Bran, etc.* This very attractive display costs you nothing, the delivery charges are prepaid, all we ask is that you send for it and use it to our mutual benefit.

Don't wait but mail the card now while you have it in your mind. NOTE—THIS DISPLAY ENABLES YOU TO MAKE A GOOD DISPLAY WITH VERY LITTLE STOCK.

Canadian Cereal & Flour Mills Co., Limited
TORONTO, CANADA

Lytle Characteristics—*Quality and Popularity*

Wherever shown the Lytle Line means big business for the dealer and satisfaction for the customer. Lytle quality appeals to the public, producing that repeat business which is undoubtedly the very best guarantee of bigger future profits.

Lytle's Mustard Specialties

are splendid year-round sales producers, but are particularly good cold weather sellers.

Made from the very best mustard procurable and made in a way that produces a flavor unequalled, these lines have established a splendid reputation for customer-satisfaction.

Sending in an order to-day will be a step towards better business. Mail it now.

Sterling Prepared Mustard, Sterling Sweet Mustard Pickles, Mustard Cream and Sweet Mustard Relish, are sure to go up in price in sympathy with mustard.

The T. A. Lytle Co.
Limited
STERLING ROAD TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

The WHITE
Naphtha Soap
in the BLUE
Wrapper

P. AND G. — The White Naphtha Soap

is a novelty—it is a white soap and a naphtha soap and, therefore, really makes its own demand.

It only remains for Canadian grocers to display it in their stores to promote interest and sales. Be the first to do this in your town. It means much to be a leader rather than a trailer in stocking an article that has so wide an appeal as **P. AND G.—The White Naphtha Soap.**

It moves out of your stock at the proper price, the popular price.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for advertising matter for your local use

Ten cents a box differential on all the following Procter & Gamble soaps bought in 10 box lots: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoannt, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs. per case.

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 65
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $5; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

White Swan

BAKING POWDER	Price to Retail'r	Dozens to Case	Ship'g Weig't Per Case
			Lbs.
White Swan (no Alum) 16 oz. Tins	2.25	4	65
Loyal Canadian 16 oz. Tins	1.30	3	50
Queen's Favorite 1 lb. Tins	1.20	4 1-6	70
Customer's Own Label (Large variety of Brands) 16 oz. Tins	1.20	4 1-6	75
10% off in Barrels of 1 gross.			

EXTRACTS All Flavors	White Swan Stand'd Pure	Loyal Can'd'n Mix't're	White Cross & Pho'nix Comp'd	Ship'g Weig't per Dozen
				Lbs.
1 oz. bottles, per dozen.	$ 1.05	$ 0.70	$ 0.50	3
2 oz. " " .	2.00	.90	.75	4
2½ oz. " " .	2.30	1.10	.85	6
4 oz. " " .	3.50	1.75	1.40	7
8 oz. " " .	6.50	3.50	2.50	14
16 oz. " " .	12.00	6.00	4.75	23
32 oz. " " .	22.00	11.50	8.50	40
Bulk, per gallon	10.00	6.50	5.00	16

PACKAGE CEREALS	Price to Retail'r	Dozens to Case	Ship'g Weig't Per Case
			Lbs.
Diet Flour—(For Diabetes) 5 lb. Bags. Per Case	$4.80	1	70
Health Flour—(High-grade Whole Wheat) 5 lb. Bags. Per Case	3.00	1	70
Biscuit Flour—(Self-Rising). Per Case, 2 lb. Pkgs.	2.70	2	55
Buckwheat Flour—(Self-Rising) Per Case, 2 lb. Pkgs.	2.70	2	55
Pancake Flour—(Self-Rising) Per Case, 2 lb. Pkgs.	2.70	2	55
Breakfast Food—(Flaked Wheat) Per Case, 2¾ lb. Pkgs.	3.60	2	85
King's Food—(Flaked Wheat with Premium). Per Case, 2¾ lb. Pkgs.	4.80	2	95
Wheat Kernels—(The Cream of Wheat). Per Case, 1¾ lb. Pkgs.	3.50	2	65
Barley Crisps— Per Case, 1 lb. Pkgs.	3.00	3	50
Flaked Rice— Per Case, 1 lb. Pkgs.	3.00	3	50
Flaked Peas— Per Case, 1 lb. Pkgs.	3.00	3	50

SUNDRIES	Price to Retail'r	Dozens to Case	Ship'g Weig't Per Case
			Lbs.
Bi-Carb. Soda— ½ lb. Packages, per doz.	$0.35	4	33
Borax— 4 oz. Packages, per doz.	.45	4	20
8 oz. " "	.75	4	33
16 oz. " "	1.25	2	30
Cake Icings—½ lb. Pkgs., per doz.	.90	4	30
Cream Tartar— 2 oz. Packages, per doz.	.90	4	10
4 oz. " "	1.75	4	15
8 oz. Tins, per dozen	3.45	3	25
Herbs—(All kinds) 4 oz. sq. tins, per doz.	.85	4	12
Jelly Powders— 4 oz. Pkgs., per doz.	.90	1	4
Mustard—White Swan 4 oz. Tins, per doz.	.90	4	20
8 oz. " "	1.75	2	20
English and D. S. F.— 4 oz. Tins, per doz.	.75	4	20
8 oz. " "	1.40	2	20
Durham— 4 oz. Tins, per doz.	.60	4	20
8 oz. " "	1.10	2	20
French— 8 oz. Octagon Bottles, per doz.	.90	2	30
Yeast Cakes— A coupon in each case worth 10c Expiry date on every package. Per Case	1.20	3	11
Yeast for Bakers— 12½ lb. Cartons. Per Carton	1.25		15

COFFEE	Price to Retail'r	Dozens to Case	Ship'g Weig't Per Case
			Lbs.
White Swan 1 lb. Squire Tins Lithographed, per lb.	$.36	4	70
1 lb. Round Tins Labelled, per lb.	.34½	4	70
Moja ½ lb. Tins, per lb.	.31	2	22
1 lb. " "	.30	2	35
2 lb. " "	.30	1	40
English Breakfast ½ lb. Tins, per lb.	.22	2	22
1 lb. " "	.20	2	35
Presentation A handsome Tumbler in each tin, 1 lb. Tin, per lb.	.27	2	45

SPICES.	Round Litho. Dredge	Oval Litho-Dredge 2¼ oz.	Dredge Cannister Round 3 oz.	Square Dredge 4 oz.	Packages 4 oz.	Pyramid Bottle
	Per doz. $0.45	Per doz. $0.85	Per doz. $0.90	Per doz. $1.00	Per doz. $0.90	Per doz. $1.00
Allspice	....	....	....	....	....	....
Arrowroot 4 oz. Tins, 85c.	.45	.85	.90	1.00	.90	1.00
Cayenne	....	....	....	....	....	1.00
Celery Salt	....	....	....	....	....	1.00
Celery Pepper	.45	.85	.90	1.00	.90	1.00
Cinnamon	....	....	....	....	....	....
Cinnamon 1 oz. Fagots, 45c.	.45	.85	.90	1.00	.90	1.00
Cloves	....	....	....	....	....	1.00
Curry Powder	.45	.85	.90	1.00	.90	1.00
Ginger	1.25	....	....	2.75	....	2.75
Mace	.45	.85	.90	1.00	....	1.00
Nutmegs	....	....	....	....	....	....
" Whole, 5c. Packages, 45c	.45	.85	.90	1.00	....	1.00
Paprika	.45	.85	.90	1.00	.90	1.00
Pepper, Black	.50	.90	1.10	1.20	1.10	1.20
Pepper, White	.45	.85	.90	1.00	.90	1.00
Pastry Spice	....	....	....	....	.85	....
Pickling Spice (Window front)	4	4	4	4	4	4
Dozens to Case	10 lbs	15 lbs.	18 lbs.	20 lbs.	17 lbs.	20 lbs.
Shipping Weight per Case						

We pay freight on 5 cases or orders weighing 250 pounds

WHITE SWAN SPICES and CEREALS, Limited

156 Pearl Street, ∴ TORONTO, CAN.

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators uutil we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiliug, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from hoth ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON. - - CANADA

Cambridge Sausage, 1s, $2.40; 2s $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50;
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½'s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼'s, 50c; ½'s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼'s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1 75; 2s, $2.85; 3s, $4; 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½ cts. lb.
In 50 lb. Tubs, 10½ cts.
In 85 lb. Tubs, 10 cts.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Palls, 15c.
Clark's Peanut Butter—Pails 2½ lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s flat, $1.45. Individuals, 55 cts. doz.
Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.50; Individuals. 60c. doz.
Pork and Beans, Chili, 1s, 75c; 2s, tall, $1.15; 3s, flats, $1.50; Individuals, 60c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.
Clark's Chateau Chicken Soup, $1.10.
Clark's Chateau Concentrated Soups, 95c.

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD

COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lh.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lh.	0 95

	Per jar
Durham, 4-lh. jar	0 98
Durham, 1-lb. jar	0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister 4 oz. Round Pkgs.	
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz., Fagots, 45c	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Ginger	0.90	0.90

Port Arthur, Ont. 47 William Street Montreal, Que.

Are you handling

The great economical brain food

Economy is the sign of the times, so now as never before is the time to handle fish.

We have the right goods at the right price.

Fresh water herring, salted and frozen, a specialty.

Ask for a price list.

J. BOWMAN & CO.

WHOLESALE FISH

26 Duncan Street TORONTO, ONT.

The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.

WOODSTOCK ONTARIO

MINCE MEAT

WE are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs
40-lb. Kegs
20-lb. Kegs
5-lb. Tins

F. W. FEARMAN CO., Limited
HAMILTON

High-Class Oranges

California is experiencing the heaviest rains in its history and shipments of oranges are very much curtailed, with prices very firm.

We had three cars arrive in to-day.

Elephant Brand, also **Sunkist** quality is excellent, being sweet and juicy.

Grape Fruit, Florida Oranges,
Tangerines
First Car Florida Tomatoes

Due Monday, packed in 6-basket crates. Shippers say quality good, and should arrive in hard, ripe condition. See our circulars for prices.

White & Co., Limited
Wholesale Fruits, Fish and Oysters
TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

A Comparison

will prove the superior quality and packing of

"St. Nicholas"

Examine and compare with other brands.

J. J. McCabe
Agent
TORONTO

Buyers' Guide

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

WANTED

TRAVELLER COVERING WHOLESALE grocery trade from Port Arthur to Vancouver, can take on a few first-class lines. Would be glad to hear from any manufacturer who wants live representation in Western Canada. Have covered this field for eight years and have first-class connection. Write box 129, Canadian Grocer, Toronto. Jan. 28-Feb. 4

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 128, Canadian Grocer.

FOR SALE

FOR SALE—A SMALL STOCK OF GROCERies, dry goods and hardware, the property of P. C. Peck, Minden, Ont., insolvent. Offers will be received till January 29th, 1916. W. E. Agnew, Assignee, Lindsay, Ont.

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about $12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover $50,000.00. Price right. Apply Box 127, Canadian Grocer.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

ORDER FROM

Frederick E. Robson & Co.,
24 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH

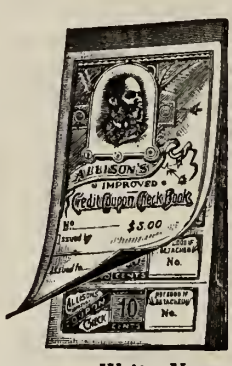
JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Coupon Books

Save Time: Save Money:
Save Labor: Eliminate
Loss: Waste: Errors.



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or

ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Mention this Paper when writing the advertiser.

100% VALUE IN BROOMS IS OUR OFFER

You owe it to yourself to investigate our proposition.
We can give you better goods and still save you money.

AMERICAN BROOM WORKS, STE. BAZILE de PORTNEUF, P.Q., CANADA

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura, Japan Teas.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

The Robert Gillespie Co.
Broker and importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing, Truckage. Every facility for handling goods quick.
123 Bannatyne Avenue, Winnipeg.
Correspondence invited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

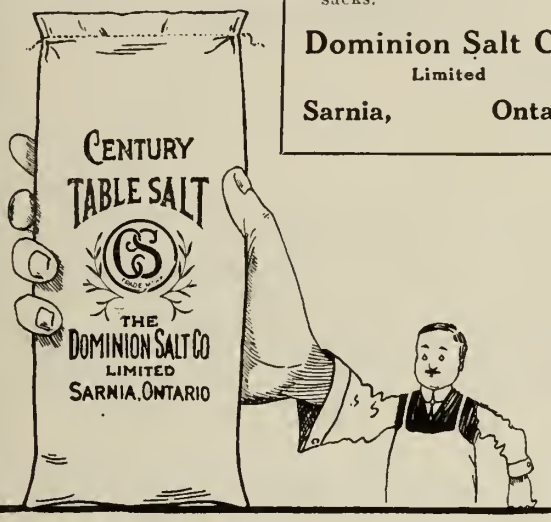
For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

There's money in the right salt

Hundreds of dealers have realized that the right salt, the salt that gives the best satisfaction, is CENTURY.
Every crystal is pure. It is the best for table or dairy, and the most profitable for the dealer to handle. Those that know push CENTURY SALT. Put up in small, white cotton bags and 100-lb. sacks.

Dominion Salt Co.,
Limited
Sarnia, Ontario.



MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

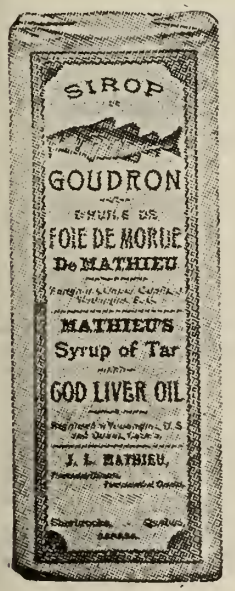
Mennen's Talcum for Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.
12-14 McCaul St., TORONTO
Made in Canada by Gerhard Mennen Chemical Co.
MONTREAL

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

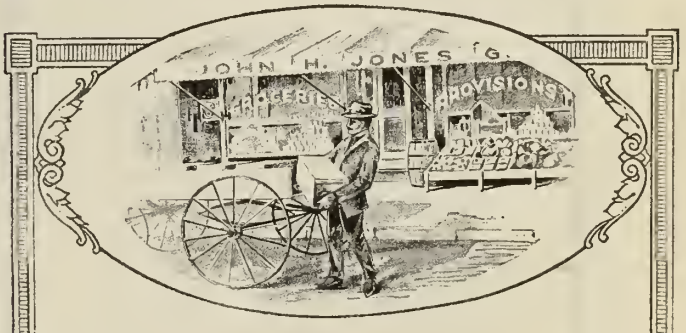
You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup
of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

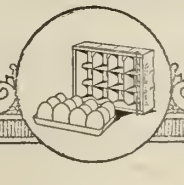
J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.



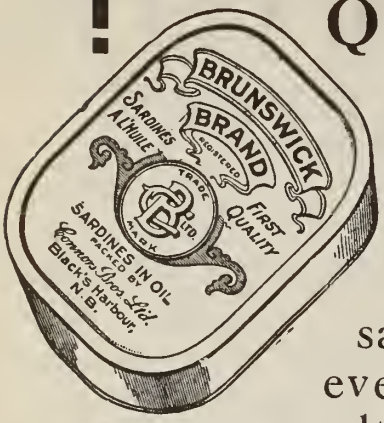
Buy your eggs direct, in bulk—grade and deliver them in Star Egg Carriers. They cost less and besides we can show you an added profit of from $.75 to $1.50 on each case when handled according to the Star System. And, incidentally you will sell *more* eggs. Let us tell you more about it.

If it so happens you are not in touch with parties who can furnish fresh bulk eggs, write us. We will assist you in locating a supply.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1520 JAY STREET
ROCHESTER
NEW YORK



Quality Did It

The big sales that everywhere result from a display of

Brunswick Brand Sea Foods

is a sure indication that the public appreciate our high standard of quality.

By carefully selecting, packing and hermetically sealing only the choicest of the season's catch, we positively eliminate any risk of dissatisfaction. This is a big advantage to the dealer, as it guarantees customer satisfaction, and a satisfied customer means bigger business and growing profits.

Tell your wholesaler to make that next order "Brunswick Brand."

Connors Bros., Limited

BLACK'S HARBOR, N.B.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 50
American Broom Works 50
Anchor Cap & Closure Co... 6
Anglo-B.C. Packing Co. 9
Assignees Agents 50
Atlantic Sugar Refineries ... 1
Aylmer Condensed Milk Co.. 5

B

Balfour-Smye & Co. 12
Benedict, F. L. 50
Betts & Co. ...Inside back cover
Bickle & Greenlng 56
Borden Milk Co. 3
Bowman & Co., J. 46

C

Canada Foods, Limited 56
Canadian Cereal & Flour Mills Co. 41
Chaput, Fils & Cie..... 10
Clark, Ltd., W. 7
Connors Bros. 54
Cowan Co.....Inside front cover
Crescent Mfg. Co. 50

D

Da Costa & Co. 15
Dominion Glass Co. 11
Dominion Salt Co., Ltd. 53
Duncan & Co., John 16

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 52
Eureka Refrigerator Co..... 15

F

Fairbank, N. K., Co. 12
Fearman, F. W., Co. 49
Freeman Co., W. A. 46

G

Gillespie Co., Robert 52

H

Hargreaves (Canada), Ltd... 9
Hatton, D., & Co. 39
Heinz, J. J., Co. 9
Hudhon, Hebert, Co. 14

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A. 52
Leacock & Co. 9
Lemon Bros. 49
Lightcap, O. F. 52
Lytle & Co., T. A. 42

M

MacKenzie & Morris 52
MacNab, T. A., & Co. 52
Magor, Son & Co. 16
Malcolm's Condensing Co. .. 55
Mathieu, J. L., & Co. 53
McCabe, J. J. 49
Mennen Chemical Co., G. 55
Millman, W. H., Sons 52
Minto Bros. 39
Montreal Crockery Co. 48

O

Oakey & Sons, John 50
Oval Wood Dish Co. 4

P

Patrick & Co., W. G. 52
Pennock, H. P., Co., Ltd. ... 52
Procter & Gamble 43
Placido Costa Co. 50

R

Red Rose Tea Co. 15
Rennie Seed Co. 11
Rock City Tobacco Co. ..... Inside back cover
Root Canadian House 50

S

Shidznoka Ken Tea Guild.... 13
Smith & Proctor 12
Stanway & Co., Geo. 52
Star Egg Carrier & Tray Mfg. Co. 53
St. Lawrence Sugar Refining 11

T

Thum Co., O. W. 50
Tillson Egg Farm 38
Tippet & Co., A. P. 2
Toronto Salt Works 50
Trent Mfg. Co. 50

W

Wagstaffes, Limited 8
Walker, Hugh, & Son 48
Watson & Truesdale 52
Wayne Oil Tank Co. 46
Webb, Harry 52
Wethey, J. H., & Co. 44-45
White & Co. 49
White Swan Co. 45
Woods & Co., Walter 47

J. H. WETHEY, LIMITED

are now ready with their new line

Orange Marmalade

1916 Pack

The Wethey quality is bound to lead whether it is in mince meat or marmalade so,—DON'T BUY UNTIL YOU SEE THE NEW GOODS.

Every package is a revelation.

Get in touch with their nearest representative.

Here They Are

W. G. PATRICK & CO., TORONTO

ROSE & LAFLAMME, LIMITED, MONTREAL

A. W. HUBAND, OTTAWA

CHAS. E. MACMICHAEL & CO., ST. JOHN

MALCOLM MOSHER, HALIFAX

MASON & HICKEY, WINNIPEG

MASON & HICKEY, REGINA

MASON & HICKEY, BRANDON

MASON & HICKEY, SASKATOON

MASON & HICKEY, EDMONTON

MASON & HICKEY, CALGARY

MASON & HICKEY, LETHBRIDGE

MASON & HICKEY, VANCOUVER

Factory and Sales Office:

ST. CATHARINES - - - ONTARIO

PRACTICAL PATRIOTISM

By using our goods you help the other fellow keep his job

Buying Canadian made products the quality of which is unexcelled is the kind of practical Candianism that is doing much to build up a bigger and more prosperous Dominion.

The products of our factory and the capital back of the organization are Canadian through and through.

The lines we manufacture are accredited leaders with a high grade quality and a pure wholesomeness that wins the approval of the housewife.

Observe our prices.

St. George Brand Coffee, 2 doz in case	$4.80
Banner Condensed Milk, 4 doz. in case	5.50
St. George Evaporated Milk, 4 doz. in case	3.60
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed Milk, 4 doz. in case	4.00

Support home industry and order a stock of these quick sellers to-day.

Malcolm Condensing Co., Limited

ST. GEORGE ONTARIO

QUALITY AND STRENGTH IN Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders
Egg Powders
Jelly Powders
Baking Powder
Pudding Powders

Icings
Ice Cream Powders
Oriental Sauces
Fruit Sauces
Unfermented Wines and Cordials
Mince Meat
Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

King Oscar Produces the "smile that won't come off"

Sell your "hard-to-please" customer a box of King Oscar Sardines and note the change when she comes into your store again for another supply of this popular, wholesome sea food. She'll smilingly say, "'King Oscar Sardines,' please." Initial sales invariably result in a continuous demand.

By Special royal permission.

It's the quality that does it—the sterling, satisfying quality produced only by exercising the greatest care in selecting, boxing and sealing the finest Norwegian Sardines.

Have you tried their selling qualities yet?

King Oscar is making good with Grocers everywhere. Stock up now, and start things moving in your fish department.

J. W. Bickle & Greening

J. A. HENDERSON

HAMILTON, ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

No. 33

Chats with "Old Bab"

(Canada's 105-year-old Pioneer)

NO CONSCRIPTION

Thanks, lad, for sending up my **KING GEORGE'S** NAVY with the groceries. I was just out. By-the-way, lad, I see they are about to adopt conscription in Britain, but do you know, I hardly think there will be any necessity to enforce it, for the British people are too proud to be forced, and any who are hanging back will make sure they enlist before the authorities serve them.

You mark my word, lad, the day of the "press-gang" is past.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

FIVE ROSES FLOUR

PASTRIES PUDDINGS

DON'T MERELY SAY "FLOUR"
SAY
"FIVE ROSES FLOUR"

The only flour publicly and unreservedly guaranteed not bleached—not blended.

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

98 lbs.

In this Issue Featuring—An Inside Sugar Story: and Imported Goods Situation.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, FEBRUARY 4th, 1916 No. 5

STAG

CHEWING TOBACCO

—the Plug that is known from one end of Canada to the other as

the "Ever-lasting-ly Good" Chew

The fine, rich flavor and lasting qualities have made "STAG" the big seller among fine chewing tobaccos.

Every Plug carries a Coupon, good for Presents.

Every Grocer who handles Chewing Tobacco at all, sells "STAG"—the biggest plug of "Quality" Tobacco.

Handled by all the wholesale trade.

FOR more than fifty years our coffees have stood at the head of the line for generous value.

Not once during all these years have they fallen off in flavor or purity or freshness.

They are the most widely known and the best liked coffees in the country today. The grocers who handle these goods are partners in this reputation.

CHASE & SANBORN
MONTREAL

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED
Chief Office:—1 Wharf Road LONDON N., ENGLAND

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.

The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."
"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

Atlantic Sugar Refineries Limited Montreal

The Best Only **Always the Best**

What "Griffin's" means in the world of dried and canned fruits, vegetables, etc., is measured in the same scales as "Sterling" in the world of silver. The Griffin's label on a package is your one best recommendation—your customers' guarantee that they are getting goods of superior quality.

Griffin's Asparagus

The delicate, tender deliciousness of Griffin's Asparagus places it in a class with the fresh cut article. Its quality is unrivalled.

Griffin's Raisins

—the finest in the land—only the choicest selected fruits. Sold under these brands: "Griffin," "Gold Bar," "G. & S.," "Easter," "Silver," "Dragon."

GRIFFIN'S

Approved by Physicians and Mothers for Three Generations

Only quality could have created and held this splendid record, that incomparable quality which had made

Borden's Milk Products

a most dependable selling line everywhere.

The scrupulous care we exercise in the manufacture of Bordens is a positive guarantee of absolute purity.

You can recommend every Borden Product, confident that its satisfaction-giving qualities will bring the customer back for more.

Our lines have been so well advertised and their winning qualities are so well-known that a display of them will produce big, profitable sales.

Why not sell the Borden Lines? Meet the demand for these popular Milk Products. There is big business in it for you. Order a supply to-day.

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

A fact, of course, but—have you considered it well?

It is a well-proven fact that quick sales and bigger ones are produced only by stocking goods whose merits have won the confidence of the buying public. Stocking quality goods is a very big factor in the building up of big business with its more profitable turnover.

Popular approval has stamped

Brunswick Brand Sea Foods

as a line on which the dealer may confidently depend to meet the demands of his most fastidious customers.

As a progressive dealer you cannot afford to omit this popular line from your stock. A display of Brunswick Brand will do much towards boosting your sales of canned sea foods. Try them out for yourself.

Send a trial order to-day.

Connors Bros., Limited

Black's Harbor, N.B.

DA COSTA & CO'S

Barbados Extra Fancy

MOLASSES

Noted for its purity, high quality and delightful flavor.

Take no chances on other brands said to be just as good, but insist upon having

DA COSTA'S

the brand of proved quality. The price is no higher than for other brands.

The liberal circulation

of air through the free air spaces of the Arctic Refrigerator is the grocer's insurance against loss from tainted, discolored or spoiled goods of a perishable nature. No other refrigerator on the market gives the continued high-grade service the Arctic gives. There's an Arctic made for every requirement—there's one made for you.

Write for catalog and prices.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

Retail Trade
PLEASE NOTE

The principal Wholesale Grocers throughout Canada are making a special during the next few weeks with

AYLMER FANCY FRUITS IN GLASS

If the traveller for your Wholesaler cannot quote you, WRITE US DIRECT

DOMINION CANNERS
Limited
HAMILTON, ONTARIO

WAGSTAFFE'S CELEBRATED SEVILLE ORANGE MARMALADE AND JELLY SHRED MARMALADE

SEASON 1916

Now ready for delivery.
No advance in Price.
Support Canadian Industries.

WAGSTAFFE, LIMITED HAMILTON, CANADA

Put "Dr. Cassell's" on your sales counter and watch it sell

They will sell quickly and easily because the curative effects of Dr. Cassell's Tablets make them a necessity in nearly every home in the Dominion. The efficiency of this famous "Old Country" nerve food has been most extensively advertised, as witness our recent $60,000 consumer campaign.
You can secure a good share of the resulting demand by making a natty window or counter display of this guaranteed nerve builder.
Ordering a supply to-day means bigger profits to-morrow.

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENGLAND

Agents for Canada: HAROLD F. RITCHIE CO., Limited
10-14 McCaul Street - - - - TORONTO

Canadian Clark's British

PORK and BEANS

When you can get the

HIGHEST QUALITY

at the

RIGHT PRICE

from your

HOME MANUFACTURERS

Why patronize outside concerns?

Keep your money circulating in Canada

W. CLARK, LIMITED - MONTREAL

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in Canada and the United States. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.

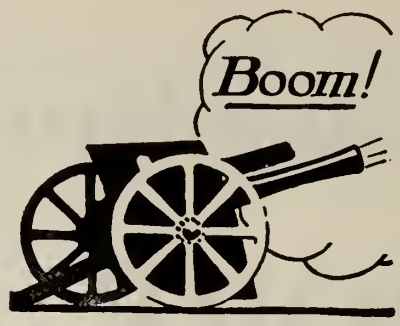
"MADE IN CANADA."

The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls, - Ontario

56 U



We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion.

You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality.

There are no "cut prices" on "WINDSOR" or "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior.

All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

The Canadian Salt Co., Limited

WINDSOR, ONT.

"Windsor" and "Regal" Salt

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY

MONTREAL

"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as **Cow Brand.**

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers **MONTREAL**

Why GIPSY Stove Gloss?

Why, indeed? The answer is that GIPSY combines, to an unusual degree, ease of polish with intense blackness, and lasting brilliance. It saves time, and economises energy. These are some of the points which will help you to *sell* GIPSY.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St W., Vancouver, B.C.

British Made by British Labor

Down on the island of Barbados, underneath the flag of Britain, is manufactured

Leacock's Molasses
Extra Fancy and Extra Choice

the high grade quality of which never fails to win big trade for the dealer carrying them. Many years of experience have produced in Leacock's a Molasses of unbeatable quality.

Stock up with Leacock's for bigger sales and satisfied customers.

LEACOCK & COMPANY
Exporters of Highest Grade Molasses
BARBADOS, B.W.I.

Only Thing of Its Kind

There is just one preparation made for the exclusive purpose of cleaning toilet bowls—

Sani-Flush

The sale grows rapidly because people see the need of something for this purpose. Ordinary methods mean hard, unpleasant work; and then they fail to clean thoroughly. Sani-Flush makes the bowl white as new and clears the trap. This insures a clean, odorless, sanitary bowl.

Are you selling Sani-Flush?

The Hygienic Products Co.
Canton, Ohio, U.S.A.

Canadian Agents:
Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

Now Nationally Famous

Sun-Maid Raisins

made of big, white California Muscatel grapes—chosen from 6000 vineyards, dried in the sun, seeded, and packed in pound cartons. Large, plump, luscious.

California Raisin Bread

Made with SUN-MAID Raisins

baked after our recipe by bakers everywhere. A new raisin bread, made doubly delicious by many raisins, and by Sun-Maid Raisins.

Here's New Business for You

National advertising has already made these two articles famous—but we have only begun. And their quality has made them winners. People are demanding Sun-Maid Raisins who never realized the possibilities in raisins. And people are eating California Raisin Bread who never thought of raisin bread before. Get this business for yourself in your neighborhood. Find the baker who is baking the best California Raisin Bread. Order Sun-Maid Raisins of your jobber. Identify yourself now with these winning products. Be the Sun-Maid man in your town, and capitalize on the hundreds of thousands of dollars we are spending on Sun-Maid Raisins and California Raisin Bread. Send in this coupon to-day for details of our plan to aid you.

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 6,000 Growers

Home Office, Fresno, California

Hearst Building, Chicago 113 Hudson Street, New York

Mail this Coupon to our Nearest Office

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. 103

Grocer's Name .....

Street .....

City .....Province 183

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

Don't Get Annoyed

when your coffee mill must be stopped time and again before you can secure the proper grade for your customer.

Try the ELGIN NATIONAL MILL and say good-bye to coffee making troubles. A special adjusting device permits regulating the mill while in motion. No time waste, whatever.

The Elgin will cut quicker, easier, and more satisfactory than any other mill in the market. Write to-day for catalogue and name of nearest agent.

Handled by the best Canadian jobbers—Used by the most successful Canadian merchants.

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

How many women customers come into your store daily?

Now, just think, if you had a little display of the

New All-Canadian, All-Wooden Washboards

(retailing at 20c) in your store, what a number of profitable and easy sales would result.

The prevailing prices of zinc and aluminum have put those materials out of the question for washboard purposes.

The "New All-Canadian" fills the want thus created, and for all-round serviceability and wearing qualities it equals the zinc or aluminum line.

The "New All-Canadian" will be the washboard of the future. Try the selling merits of a trial order.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

The Finest Cane Syrup Made

Crystal Diamond Syrup

Furnivall's FINE FRUIT PURE JAM

Agents: **Ontario**—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

Carefully selected, sun-ripened fruit. Sweetened with the purest cane sugar obtainable—that is the secret of Furnivall Quality.

Try Furnivall's for bigger jam sales.

Furnivall-New, Limited
HAMILTON, CANADA

TRADE MARK KEYSTONE BRAND REGISTERED

GREEN CORN SCARCE

We foresaw the shortage of choice green corn and bought heavily early in the season. That is why we will maintain our high standard of quality for

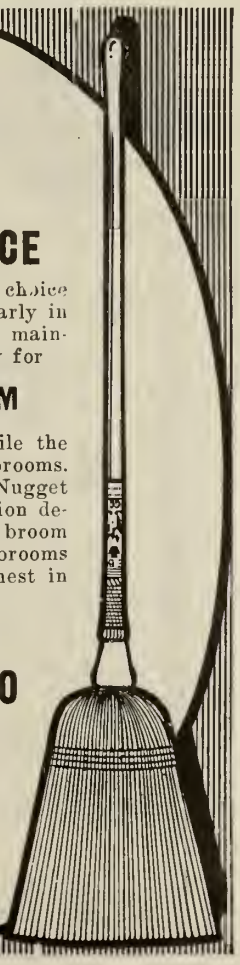
THE "NUGGET" BROOM

throughout the coming year, while the market will be full of "red" brooms. If you have never before sold Nugget brooms, let the green corn situation decide in their favor. The easiest broom of all to sell, because Nugget brooms are light in weight and the highest in quality.

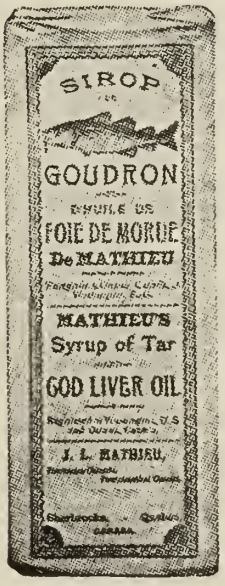
For prices, etc., write

STEVENS-HEPNER CO
LIMITED
PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup
of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

No other coffee will give your customers

so much real satisfaction with so little trouble as

SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE

40 Cups from one bottle

Stock it regularly—they will buy it regularly. Ensures good profits and quick sales. Ask your wholesaler for list to-day.

THOS. SYMINGTON & CO.,
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto., Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

Recognized Official Agents in the following cities:—Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 10 Vaudreuil St., St. Pauls Street East, Montreal

CCC
Norwegian Canned Goods

THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD
Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, Montreal. W. A. Simonds, St. John, N.B. H. C. Janion, Vancouver, B.C.

JAPAN TEA
A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.
Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.
The Japanese Government prohibits adulteration and coloring of Tea.
YOUR dealer sells it. Ask HIM.

FOLLOW THE LEAD

Fill the demand for the natural brain and body stimulating beverage—the delicate, full-flavored Japan Tea.

Canadian grocers are backed by advertising, as above, in Canadian papers with a national circulation.

Order a supply from your wholesaler.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

Grocery Advertising
By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.
PRICE $2.00
MacLean Publishing Co.
143-153 University Ave., Toronto

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

GROSS *vs.* NET PROFIT

Is it worth while for the small and often questionable difference in *net* profit to risk your future tea business and the reputation of *your* store by selling tea of a quality that you know is inferior to Red Rose, just because you can sell it cheap or can make a little more profit (often only more *gross* profit)?

Why not hold your customers' confidence by selling them good tea —every package good, and of uniform quality month by month and year by year? Test Red Rose Tea in your home with any tea you are selling—bulk or package—you will then know that

RED ROSE TEA

"is good tea"

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY
ALL
JOBBERS

¾-lb. tins—
3 doz. in case

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

Known on both sides of the world

Not only in Canada, but in Great Britain, Bermuda, Jamaica, and Australia, the merits of the

Eureka Refrigerator

have won for it the unstinted approval of the delighted users.

We have concentrated for Thirty Years on the perfecting of this one article and may justly claim that the Eureka possesses innumerable advantages over any other on the market.

Its sanitary construction, and its unique system of pure, cold, dry air circulation guarantee absolute security of contents.

Added to this is a superior display that means much to the dealer in increased sales.

Note our handsome Refrigerator Display case.

A post card will bring you all particulars of the Eureka.

SEND IT TO-DAY.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

EUREKA REFRIGERATOR CO., LTD.
31 Brock Avenue Toronto

ROBINSON'S "PATENT" GROATS

will open up

Another avenue of profitable business

—the business of the home where there is an infant, an invalid, or an aged person. It's the one best food for body-nourishing.

ORDER FROM YOUR WHOLESALER.

MAGOR, SON & CO., LIMITED

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Shirriff's Jelly Powder

A STAPLE ARTICLE

The sales of Shirriff's Jelly Powder have increased to such an extent the past few years that many grocers have come to look upon it as a staple article—one that must be kept in stock all the time to supply the steady demand.

The popularity of Shirriff's Jelly Powder is due to three things:—1st, because it fills the demand for a dessert that can be easily and quickly prepared; 2nd, because it is of excellent quality and low price; 3rd, because it is advertised and well known.

How is your stock of this popular line?

Write us for supply of our handsome window-dressing material.

Imperial Extract Company ∴ Toronto

STEINER and MATILDA STREETS

CANADIAN GROCER

VOL. XXX TORONTO, FEBRUARY 4, 1916 No. 5

An Inside Sugar Story

Why We Did Not See $10 Sugar in Fall of 1914—Chinese Buyers in Java, and Action of British Commission Said To Be the Cause — Will European Shortage of Beet Sugar Boost Price?

IN the fall of 1914, sugar reached the record price of $7.05 per cwt., wholesale, on Montreal market. It was freely predicted at the time that we would see $10 sugar, but it did not come.

Why?

CANADIAN GROCER, in an interview the other day with an importer who recently returned from Britain, heard an inside sugar story bearing on this point which has not yet been public property. Here it is:

When war broke out in Europe in August, 1914 raw sugar was being purchased by British refiners in the neighborhood of £10 sterling per ton. In a short time the price had advanced to £18 per ton. The British Government then took the matter in hand and formed its Sugar Commission which still governs the buying and selling of sugar in Great Britain. This commission commandeered all sugar in British possessions, their desire being to protect the general public from the speculator.

CHINESE BUYERS GOT "STUNG"

Then when Britain started out to purchase sugar from countries other than their foreign possessions such as Java, the commission found that Chinese buyers had already been there and had picked up available raw sugar paying no less than from £30 to £34 sterling per ton. Their idea evidently was that sugar was going to reach enormous figures and they went into the market to make some money.

However, the fates decreed otherwise. Some of the shrewd English traders on the commission immediately saw through the game of the Chinamen and declared they were not prepared to purchase any more sugar for 1915, but only for 1916 delivery. The outcome of the situation was that the Chinamen were unable to hold their sugar. It was thrown on the market at £16 to £18 per ton in the fall of 1914 and went down to £14 per ton early in 1915. The drop broke several of the speculators. Canadian sugar men distinctly remember the British Commission announcing that they were through purchasing for 1915, thus corroborating the above statement.

It will be remembered by the Canadian trade that $10 sugar was freely predicted in the fall of 1914. It is firmly believed by those acquainted with the inside facts that the above explains the reasons why we did not see it.

Here is another interesting sugar story from the same source that may have a direct bearing on the 1916 situation. When Britain and France decided to force the Dardanelles there were 500,000 tons of sugar in Russia that Russia was prepared to sell to foreign countries but could not. Since that time, however, Russia has used up that sugar and now she is actually a buyer in foreign markets. This is an absolutely new situation; and also since Vodka was prohibited in Russia, she has become a wonderful consuming country of milder beverages in which sugar is freely used in the manufacture. Also the German and Austrian sugar experts expected to harvest last year 80 per cent. of a normal crop, but instead of that they have not harvested more than 30 to 40 per cent. crop. Switzerland therefore has to buy in other countries and Turkey will be getting little if any German sugar. The same applies to Norway and Sweden. This means a heavy demand on West India and East India sugar. In Britain at the present time sugar is being purchased for 1917 delivery at no less than £18 to £21 per ton. She is even now purchasing sugar outside of British possesions.

WHAT WILL FUTURE BRING FORTH?

If the above represent the actual conditions then we are almost sure to see a firm sugar situation this year at least until the European beet crop presents itself in September. Of course it should be stated there are those who view the situation differently. The freight problem is a burning one at present and is making itself felt in helping maintain the market. And if the European countries above mentioned cannot purchase German beet sugar, they must buy elsewhere and there will be stronger competition for outside available supplies. We shall see what we shall see.

Olive Oil Up 22 Per Cent.

Why This and Other Imported Goods Are Aviating — Some Advances Equal 100 to 300% — Ingredients of Jelly Powders 'Way Up—Tins, Cases, Etc., Higher—Factories Controlled by Government Inspectors.

Written from an interview with a visitor to the Old Country

ADVANCES have been occurring rapidly of late on a large number of imported goods. Some of these advances have been enormous but that we have seen the last of them is not even to be thought of. There are more coming. One of the chief reasons for the present situation is the freight tie-up which has already been referred to in Canadian Grocer and which has reached in many cases serious proportions.

Returning from a trip to Britain recently, a large Canadian importer and manufacturers' representative who had ample opportunity to study the situation both in Britain and in New York, reports the situation a serious one from the standpoint of lack of bottoms and probable further price advances. At the same time factories in Britain which normally turn out foodstuffs and drug specialties for export as well as home consumption, and others that manufacture tins, cases, etc. are to-day engaged in the work of manufacturing amunition and government supplies under the direct inspectorship of Government officials.

"For instance," stated the importer above referred to, "a certain factory is normally engaged in manufacturing tins for a particular cough confection. A Government Inspector comes along, finds out what it is doing and gently suggests that instead of manufacturing these tins it produce so many dinner pails for Government use.

The Why of Advances

"Many Canadian dealers wonder why manufacturers are advancing their prices. These facts explain pretty much the reason. Take jelly powder for instance. Gelatine used to be around 26 to 28 cents a pound, whereas to-day it is about 80 cents. The acid which was formerly about 27 or 28 cents is now $1 a pound. Sugar is 50 per cent. or 60 per cent. higher than it was before the war. Benzoate of soda, used in the manufacture of a great many drug specialties, was formerly 22 to 28 cents a pound, whereas to-day it has reached the fabulous price of $5.50 a pound.

"Perfume bottles which have to be specially made and polished, formerly came from Northern France, which is now in the hands of the Germans and it is almost impossible to get these bottles in the Old Country to-day. I know of one large firm manufacturing a standard medicinal line in the Old Country, which is trying to buy bottles on this continent in which to pack their goods. A large grocery specialty manufacturer in Britain had its plant commandeered by the British authorities and all its goods are used for Government purposes.

"Drug lines such as aspirin used to be manufactured almost exclusively by the Germans, but are now being manufactured in Britain and aspirin will soon be ready to export. The sponge situation is also interesting. Sponges come from the Mediterranean principally, but on account of the demoralization in Greece and war conditions in other countries there, sponges have advanced from 100 to 300 per cent.

Olive Oil Slow in Coming

"Now in regard to olive oil. Last April I ordered a carload of olive oil from France and afterwards four other carloads to be shipped a month apart. The first car arrived last October, and two of them have not yet come. One car was lost by the vessel being submarined, and I have on order to-day large quantities which cannot be moved on account of the lack of bottoms. Freight booked eight or nine months ahead will be forwarded before the later shipments are taken on, and freight has advanced some 60 per cent. Added to this there is the trouble in war risks, insurance, etc., and olive oil is now some 22 per cent. higher than a year ago for the same standard.

"All kinds of cases in which the goods are packed are up about 100 per cent. above a year ago in France and England, and labels have advanced from 100 to 500 per cent. Tin cans are 150 per cent. higher, and labor of lithographing 100 to 300 per cent. higher.

"Manufacturers are to-day at their wits end for raw material for the manufacture of baby foods. These have to be made on a scientific basis and must be always uniform for the tender digestion of the babies. Mothers who depend on predigested food cannot afford to have any deviation from the original standards, and for manufacturers to turn out these goods as before makes almost an impossibility."

In regard to freight steamers available, this importer stated: "To-day there are only about three regular lines of freight steamers operating from the Old Country to Canada, these including three C. P. R. boats, three Allan lines, and two White Star, the remainder being stray boats not classified in grade A class of freight carriers. Formerly the C. P. R. had 15 to 18 boats on this service, the Allan line 15 to 18, the White Star-Dominion line 6 to 10, the Cunard line 4 to 6, and the Hope line 4 to 6, besides dozens of other boats of grade A and B class.

"I believe freight rates will be advanced generally another 100 per cent. It is now impossible to get C. I. F.—that is cost, insurance and freight—quotations because freight rates cannot be relied on over night. When these facts are taken into consideration is it any wonder that the manufacturers are raising their prices? Many merchants are declining to pay the advanced prices because they do not appreciate the situation the manufacturer and importer are up against. It is my firm conviction that the grocer will have to raise his price and the consumer will have to pay more, for unless they do many will have to go into bankruptcy. I also believe that sooner or later manufacturers in Canada will be up against the same conditions. Other countries are now purchasing goods in Canada and as demand depends on supply, the extra demand and the limited supply are bound to bring us higher prices."

Patience Must Be Exercised

Looking at the situation in imported goods in the above light, is it any wonder that prices are advancing? This explains pretty well why certain goods are late in arriving. Retailers should bear this in mind. Patience will have to be exercised until we get relief from the existing conditions, and at the moment this relief is not in sight. There is an actual shortage of vessels for commercial purposes, and in view of the fact that so many factories in the Old Country are working under Government pressure it is next to impossible to get goods from them at pre-war prices and promptness.

An interesting fact related by the importer was that under one management in England to-day in a factory in a certain town there were no less than 70,000 employes — and all engaged in British Government work.

How to Keep a Correct Set of Books

This Contributes Not Only to the Only Safe Basis for Success, But is Required to Preserve Credit—Counter Checks, Ledger Journal, Cash Book and Other Forms Explained

Published by special arrangement with Fred. W. Lambert, official auditor to R.M.A. of Canada in Manitoba.

DURING the past year and more The Canadian Grocer has urged repeatedly, the need for knowing exactly the financial details of one's business. When trade was exceptionally buoyant as in 1912 and most of 1913 the profits were produced almost automatically. As it was put frequently, "Any one could make money." Now it is different. The testing time came and the man whose bookkeeping was at fault, and who did not have his business, sales, purchases and expenses analyzed sufficiently to discover the weak spots, found it hard to meet the storm. A set of books for the average retail business is not expensive, and where the merchant does not feel capable of insfalling these himself a local auditor could be secured for a comparatively small outlay. The books themselves are supplied by a number of firms in Canada and frequently are turned out by local job plants.

The books suggested by Mr. Lambert are:

1. Counter Check Books;
2. Cash Book;
3. Purchase Journal;
4. General Journal;
5. Ledgers: (a) Customer's Ledger (Loose Leaf), (b) Purchase Ledger (Loose leaf), or both (a) and (b) may be kept in same ledger; (c) Private ledger (small bound book);
6. Bills payable book;
7. Monthly Satements in duplicate.

Counter Checks

The first form to be considered is a counter check book. These are usually numbered from 1 to 50, and each clerk should use only the one allotted to him. These books and each check are usually numbered according to the numbers of the clerks, 3, 4, 5, 6, 7, etc., or each clerk can write down his own number on each check to identify himself with the sale. In no case should one of the slips be destroyed, all should be in order for the business office.

These books are used for 1, cash sales (where no register is kept); 2. charging goods to customers; 3. recording produce purchased from customers; 4. recording goods returned by customers, and, 5. recording amount paid on account by customers.

"It is essential," warns the auditor, "that all purchases made by the proprietor of the business from his own store should be treated as if he were a customer, in order to obtain accurate results."

The Cash Book (Form 1)

The cash book, a form of which is shown, is used for all cash receipts and disbursements.

1. Ledger column is used for all payments made by your credit customers which are entered individually and posted to the customer's credit in the ledger.

2. The total daily cash sales to be written up here and the grand total of this column to be credited to the Merchandise Account in the Private Ledger at the end of the month.

3. A record of all cash purchases to be kept daily and a total to be entered in this column and in the same operation this amount to be divided up and placed in columns 7, 8 or 9; this of course depends on the nature of the purchases.

4. This column is used solely for deposits in the Bank. Using the above columns the cash is evenly balanced in the following manner." Add columns 1 and 2, deduct 3, and also the amount reserved for change, which leaves the amount for deposit in the bank.

5. Consists of all payments by cheque to the wholesalers, which are charged to their individual accounts in the Purchase Ledger.

6. All cheques are entered here in numerical order, being credited 5,7,8, or 9 according to the nature of the transaction. Also payments on account of drafts by the bank.

7. This column is used for cash purchase of merchandise, also purchases made by cheque, when it is not deemed advisable to open an account in the Purchase Ledger, in the event of your only doing business with that concern occasionally.

8. General Expenses is an account to which all expenses are charged when there is no account open to which to

Value of a Reliable Bookkeeping System

By Fred W. Lambert

Before you can borrow money from a Bank you must submit a Financial Statement showing your Assets and your Liabilities.

Before you can obtain a line of credit from a Wholesale House you have got to submit a similar statement.

The Bankers and the Wholesalers, before doing business with you, obtain a report from the Mercantile Agencies, who ask you to supply them with a Financial Statement showing what you are worth.

The Credit Men's Association are asking you to do the same thing.

If the Banker is to lend you money and the Wholesaler lend you goods and trust you to pay these loans back, it is reasonable that you should trust them to the extent of supplying them with a statement showing how you stand, but you cannot supply a correct statement unless you keep a proper set of books. If you supply an incorrect statement for the purpose of obtaining credit—whether of cash or of goods—you are liable to imprisonment.

If you do not keep a proper set of books you cannot possibly tell whether you are making or losing money. The want of this knowledge is the direct cause of a large number of Retailers going out of business. It is very easy to keep a simple set of books. In order to show you how simple it is, we are publishing this pamphlet.

If you are not keeping a proper set of books you are being discriminated against on that account by the Banker and the Wholesaler. You cannot afford to have your credit impaired in this way, in addition to being ignorant of where you stand financially.

Suggested Forms for Exact Bookkeeping

Detailed Description of Each is Given in Article

CASH BOOK

			1	2	3	4				5	6	7	8	9
Date	Description	Folio	Ledger Cr.	Cash Sales	Petty Cash		2 Bank Dr.	Date	Description	Folio	Ledger Dr.	Bank Cr	Mdse.	General Expense	Sundries

Form No. 3

PURCHASE JOURNAL

			1	2	3	4	5	6						
Date	Description		Invoice	Amount	Mdse.	General Expense	Stable Expense	Sundries						

SHEET No. ... LEDGER ACCOUNT No. ...

NAME ...

ADDRESS ...

	Date	Description	Folio	Debits	Credits	Dr. or Cr.	Balance	

BILLS PAYABLE

No.	Date	On Whose Account	Address	Interest or Discount	Amount	Ledger Folio	Dated	Terms	Date												Date Accepted	Where Payable	By Whom Drawn	Remarks
									Year	Jan.	Feb.	Mch.	Apl.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.				

MONTHLY STATEMENT

Date	Articles	Folio	Credit Amount	Debit Amount	Total

post a certain item, and includes often Office Supplies which are being used up from day to day and are not considered an asset.

9. The term "Sundries" includes all accounts other than those found in either the Customers' or Purchase Ledger which are not accommodated with a particular column in the Cash Book in order to economize space. It is most important to know what the barn is costing monthly in feed, shoeing and general repairs, and an account should be opened in the Private Ledger for this item. All items in this column should be posted individually. The totals of all the Debit columns should agree with the totals of all credit columns in the Cash Book, with the exception of the total column 3, (Petty Cash) which is used for balancing the cash for deposit in the bank only, as this amount has already been charged under the different headings of Merchandise, General Expenses, etc., on the dates of disbursement. Column 6 should be deducted from column 4 at the end of each month, and by adding the amount of the cheques which have not been presented for payment at the Bank, this amount agrees with the amount at your credit in the Bank Pass Book.

* * *

FORM NO. 2—PURCHASE JOURNAL

After checking the invoices from the different wholesales, manufacturers, etc., to see that quantity and price are correct, they should be taken monthly, placed in alphabetical order, also in order of date, and entered in col. 1, the total purchase from each to be extended to col. 2. This amount is then posted to the credit of the individual amount in the purchase ledger.

The total of col. 2 equals the sum total of cols. 3, 4, 5 and 6, which consist of the different purchases made, charged to the correct accounts. These columns are posted to the debit of the different impersonal accounts in total at end of each month in the private ledger.

* * *

GENERAL JOURNAL

This is used, 1. for the closing out of the financial year; 2. For the charging in one total of all goods returned by customers to the merchandise account, and for crediting the individual accounts in the customers' ledger; 3. For treating discounts earned and paid in a similar manner; 4. For putting through entries which need an explanation, such as errors on posting to the wrong account, also returns to wholesalers manufacturers, etc.

* * *

CUSTOMERS' AND PURCHASE LEDGER—3

Both these books may consist of bank ruling, showing the debit, credit and balance columns: the total of the former furnishes the amount owing by customers; and the latter the amount owing to the different jobbers, etc., covering a given period.

* * *

(C)—Private Ledger

This book contains the different impersonal accounts, merchandise, furniture and fixtures, the private account of the proprietor, profit and loss account; wages, real estate holdings; in fact, all accounts which are not to be found in either the customers' or purchase ledger.

* * *

BILLS PAYABLE BOOK—FORM 4

When a merchant accepts a draft or mails a promissory note to a creditor, it is essential to keep a memorandum of this transaction so that the bill may be attended to at maturity. A stock form such as shown in No. 5 will answer this purpose, but instead of using this as part of your bookkeeping system, it will simplify matters a great deal to treat this book as a memorandum book only, from which no posting is done.

* * *

MONTHLY STATEMENTS—FORM 5

These statements are in duplicate. The original states the name of the proprietor and the kind of business he is conducting: the ordinary statement form with duplicate blank attached.

Place this statement next to the customers' account in the ledger, and post daily from the check slips until the end of the month; recapitulate the total debits at that time on all the accounts placing this sheet at the end of all the duplicate statements which are transferred to a binder kept especially for that purpose. The total amount of these debits should agree with the recapitulation of the counter checks, as stated in the description of form No. 1. The balance owing from the previous month is then inserted at the top of the statement, and both the account in the ledger and the statement are credited with the purchase price of the merchandise returned, taken from the general journal. After giving credit on the statement for all monies paid during that month, it is ready to be mailed to your customer. The total sales for the month taken from the recapitulation sheet mentioned above are then credited to the merchandise account in the private ledger.

To the merchant it may appear superfluous to recapitulate both the charge slips and the debits on the monthly statement, but by doing so it will be ascertained immediately whether any charges to a customer's account have been omitted or not, as an error is often made, necessitating a total loss to the merchant.

TRIAL BALANCE

The above term and that of financial statement are often confused and therefore, some enlightenment on this subject may be of assistance. A trial balance should be taken off at the end of every month, and is arrived at in the following manner—it proves that all entries have been made on the right side of the account, and is the initial step in preparing the financial statement:

1. Cash on hand.
2. Cash on hand as per cash book.
3. Total amount owing by customers as per ledger.
4. Total amount owing to your creditors, as per purchase ledger.
5. Balance of each individual account in private ledger. The total debits should equal the total credits for the trial balance to be correct.

* * *

FINANCIAL STATEMENT

This statement is prepared from the trial balance in the following manner:

1.—Trading Account

Put on one side the stock on hand at the commencement of a certain period. Add to this the total purchases from that date to the time the next inventory is taken.

On the other side put the total sales for the period elapsed between the date of the inventories.

Add to this the amount of the new inventory.

Deduct one total from the other, and the result will be the gross profit.

2.—Profit and Loss

Numerate all expense accounts found in the private ledger on the debit side. Bring forward the gross profit from trading account and place some on the credit side. Also enumerate any of the expense accounts in the private ledger that may have a credit balance. The difference between the debit and credit sides will furnish you with either your net profit or net loss.

Assets and Liabilities

Assets will consist of (a) Cash on hand; (b) Cash in bank; (c) Balance as per customer's ledger; (d) Stock as per inventory; (e) All accounts on debit side in private ledger other than expense account.

Liabilities will consist of (a) Amount owing to creditors; (b) Capital at commencement of period; (c) Net profit for period.

Every item mentioned in the trial balance is utilized in some manner in the financial statement.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, FEBRUARY 4, 1916 No. 5

SYRUP, SOAP AND PANCAKES

WHAT do retailers think of this window trim? In the front part of the window there was a display of maple, cane and corn syrups and packages of pancake flour. At the back of this and running along the rear of the window was a row of boxes of various kinds of laundry soap.

This is an actual window observed recently by a CANADIAN GROCER representative in a Canadian city. It shows that there is still room for much education on the part of some window trimmers. Pancake flour and syrup and soap are certainly not associated lines, unless it be that the soap is required for the youngster's faces should the syrup leave its traces there.

There is science in window display as well as in anything else. It is not good business to show in any one window such lines as soap and syrup. A window display, according to all competent judges, should contain either a single line of goods or associated lines. Had the soap not been in this window it would have been a splendid one; but no one who has an appetite created for pancakes and syrup will want to discuss or think of soap at the same time.

MISLEADING CEREAL QUOTATIONS

THE representative of a large Canadian cereal house called the attention of CANADIAN GROCER the other day to the prices on rolled oats being quoted by some of the large metropolitan daily newspapers. The commercial page of one particular paper was turned to and it was found that rolled oats was being offered there wholesale in car lots at $2.20 and in small lots at $2.35. The correct price on standard goods at that time was more like $2.75 to the retail trade. Complaints were being sent in from the retail trade throughout the country to effect that this firm's prices were away too high, where as a matter of fact the prices quoted in the daily papers above referred to were wrong.

CANADIAN GROCER keeps closely in touch with the wholesale and manufacturing trades every week for correct prices on all lines of foods. This is why our market pages have become the authority and the only authority in Canada covering a wide range of goods. This is one of the chief reasons why the majority of the best Canadian dealers subscribe to this paper and read it every week.

Just why Canadian daily papers quote wholesale prices when they reach the consumer, is difficult for many of us to understand. This is causing great annoyance among retailers who have continually to explain that those are the prices at which they purchase the goods, and they have got to make some profit. The average consumer, too, does not appreciate the fact that it costs the retailer around 15 and 16 per cent. to do business. Many people think the dealer should sell an article for $1.01 that costs him $1.

MACARONI MAKING GOOD HEADWAY

THE past year has seen quite an increase in the consumption of macaroni and allied lines in Canada. One specialty salesman reports that whereas formerly retailers were purchasing macaroni in dozen pound lots, they are now purchasing case lots of 30 lb. packages and that repeat business is better than it was before.

Apparently the retail trade and the consuming public have been getting together in the matter of macaroni. This is one of the most economic foods

on the market. It is made from hard wheat and for the same reason it is a very nutritious food. Macaroni, spaghetti, etc., is a line that should be given more attention by every merchant because of the satisfaction it gives both in price and food qualities.

It is interesting to note that during recent months Canadian manufacturers are actually shipping macaroni, made from Canadian wheat, to France and Britain in carload lots. This is quite a reversal of years gone by when it was the regular thing to import much of our macaroni from France and Italy.

CANADIAN GROCER announced sometime ago that the Italian Government had prohibited the exportation of macaroni from Italy all of which has tended to firm up the situation in this country.

THE LAW vs. NO BOOKS

ACCORDING to a recent decision of the Appellate Division of the Supreme Court, there is no protection for creditors against a trader who, apparently defrauds his creditors and covers up his transactions by failure to keep books of account.

In June, 1915, a Toronto merchant (not in the grocery business) made an assignment for the benefit of creditors, to the Canadian Credit Mens' Association. The merchant had been conducting three large stores in Toronto, having commenced business in August, 1914, with one store. Subsequently he branched out and in January, 1915, issued a statement covering his affairs up to December 31, 1914, in which he showed a surplus of $8,900. The statement of the assignee, prepared at the time of the assignment, five months later showed a deficit in the business of $18,800, making a total loss for the five months of $27,700. The trade liabilities amounted to approximately $75,000.

No record of receipts and disbursements was to be found and the merchant admitted under oath when examined for discovery that no books had been kept. He admitted that it was necessary for any business man to keep books and that it was impossible to tell the progress made unless books were kept, and he was quite unable to explain the very serious discrepancy in his assets. Under the circumstances a warrant was sworn out by the secretary-treasurer of the Canadian Credit Mens' Association, and he was arrested, charged under the provisions of Section 417, Sub-section (c) of the Criminal Code, which reads as follows:—

"Everyone is guilty of an indictable offence and liable to a fine of eight hundred dollars and to one year's imprisonment who, being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full; and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors."

The case was tried before Judge ———, and a conviction registered. The merchant's counsel, however, requested an opportunity to appeal, contending that the Statute did not apply to the prisoner, in view of the fact that he had not been in business five years. The Judge granted a stated case. The case was argued in the Appellate Court and the conviction quashed. The Chief Justice, in giving judgment, said that the language used in the section was very indefinite and whatever may have been the intention of the legislators, the language employed was not sufficiently clear to cover a trader unless he had been in business five years.

It is the intention of the Credit Mens' Association to take the matter up with the Minister of Justice in an endeavor to secure an amendment to the Statute covering this highly important point and in this connection they deserve the support of all business men. Every merchant should keep a complete set of books. He not only owes it to his creditors, but also to himself and his family. If a merchant does not keep a proper set of books, he cannot honestly tell whether or not he is making money. Many retailers have been forced out of business through loose handling of business affairs, and neglect in not having a complete bookkeeping system. Few retail merchants will object to any legislation which the credit men may secure to make it imperative that books of account should be kept. The merchant who conducts his business on a sound and legitimate basis has nothing to fear.

In this week's issue of CANADIAN GROCER there appears an article telling in detail how to keep a correct set of books. Suggested forms for exact bookkeeping are also shown.

EDITORIAL NOTES

THE MORE active we make conditions here the sooner will the ranks of khaki march down Unter den Linden.

* * *

THE YOUNG man who is going to make good must possess the qualities requisite for success. If he does not possess them, he must develop them.

* * *

THE MORE knowledge there is in existence concerning the basis of granting credit and the handling of credit, the better for the business community, and the place to first commence an inculcation of credit knowledge is in our educational institutions.

* * *

THE OLD SLOGAN "Satisfaction Guaranteed or Money Refunded" is gone one better by a Toronto barber, a sign in whose window reads: "Satisfaction Guaranteed or Whiskers Returned."

Big Cuban Sugar Crop, But—

Market Conditions That Are New to This Continent — Serious Shortage of Bottoms — Beet Situation in Europe Suggests Firmness to the World's Market —If the War Hadn't Come.

Written from an interview with a Canadian Refiner

THE advent of the phenomenal Cuban sugar crop into or rather on the edge of the market to-day has confused rather than simplified the complexity of the suitation. The facts, too, will only allow of a description of the market from which a clearer understanding of day to day developments may be gleaned.

On the one hand we have or did have recently a high United States market that was beginning to sag under the expectation of the very large Cuban crop as soon as it was ground. There was this crop of 3,000,000 tons of raw cane sugar—500,000 tons in excess of any previous crop—all ready for grinding and immediate shipment. The grinding proceeded, but not the shipping. The commandeering of so large a part of the world's shipping for war purposes has caused an acute shortage in shipping that was already none too adequate. Then came this sugar crop. The needs of the situation were urgent enough, however, to command the services of ships sufficient to move a part of the constantly increasing grind.

Sugar—But Ship Shortage

So here we have the New York market, sagging in expectation of the lowering tendency of this new crop. But the new crop may not be moved. It lies there in Cuba, supine yet threatening, like a gigantic blunderbuss pointed at the market, never going off but bound to some day. When, no one knows.

So the market instead of falling off, advances to three and three-quarter cents for Cuban raws, while the refined product as a result of a price cutting contest between cane and beet sugar interests in the United States dropped from $6 to $5.75 and eventually settled at $5.85 which the refiners insist is out of all proportion to the cost of the raw product

For the week ending January 25th the Cuban receipts of the new grind were 119,000 tons. The exports for the same period were 56,000 tons which was 20,000 lower than the preceding week, denoting a greater ship shortage. The stock in the islands represented by the difference between receipts and exports for a period of a few weeks totalled 166,000 tons on this date, January 25th. The increase in the week's receipts follows with the starting up each week of additional mills. There are in the islands one hundred and eighty-eight mills that were grinding at the height of the season last year. Of these one hundred and sixty-four are now working, eleven having been added to the growing list during the week in question. The remaining twenty-four, and in view of the big crops probably others, will be adding their strength as the weeks go by. Thus, in Cuban mills there is a constantly increasing production; in the Cuban ports decreasing shipping facilities. The 20,000-ton decline in exports in one week taken into consideration with the recent developments toward commandeering shipping, point to this last mentioned possibility.

CANADIAN GOVERNMENT PURCHASING COMMISSION

The following gentlemen constitute the Commission appointed to make all purchases under the Dominion $100,000,000 war appropriation:—George F. Galt, Winnipeg; Hormidas Laporte, Montreal; A. E. Kemp, Toronto. Thomas Hilliard is secretary, and the commission headquarters are at Ottawa.

Might Have Been Still Lower

At the outbreak of war raw sugar was selling at $3.26. In a few weeks it had advanced to its highest level of $6.52 from which point it has gradually worked down to its level at this writing of $3.75. The best informed opinion is that but for the war the normal trend of affairs would have reduced it to a level hitherto unknown — probably around $1.75. In March 1914, it had dropped as low as $1.92 to be advanced again under the uneasy influence of war fear.

This opinion is based on the existence at that time of a surplus from the previous year and indications of the big crop that was finally harvested in 1915. At this time there was an extensive beet sugar industry in Austria, Germany, Belgium and Northern France. The total cane crop of the world for the season 1914-15 was 9,712,000 tons of which 2,600,000 were produced in Cuba. Europe produced 5,700,000 tons of beet sugar and the United States 570,000 tons, a total cane and beet production of 15,982,000 tons.

The 7,112,000 tons of cane sugar produced other than in Cuba is represented by the production of Java, Formosa, San Domingo, the British West Indies, Louisiana in the States and the American subsidized primary markets of Porto Rico, the Philippines and the Hawaian Islands.

In spite of Cubas comparatively small proportion of the world's cane production of 7,112,000 tons it occupies such a position in relation to the world's markets that it predominates them at this particular junction. The present freight rate from Cuba to New York—a four or five days shipment—has reached the unprecedented rate of nearly ½c a lb. From Java to England is a two months trip. These two cases illustrate the extremes of the case. The point is that Cuba lies the closest to the world's markets as represented by the Allied Countries and the United States. In the latter market the Cuban products is further protected by a preferential tariff of ¼c per lb. Combined with the present tremendous freight rates of the world this fact operates to put the Cuban sugar in an unassailable position of sovereignity. Naturally the immense production of these islands leads and influences the prices of the entire group that comes under the sphere of American influence. The united States at this time is endeavoring to hold the Cuban market so that it will operate in conjunction with that of the American dependencies.

The Allies on the other hand are making strong bid for the market for themselves in preference to paying the excessive freights of the long trip from the Malay Archapelago. The United States has the advantage of being able to pay ¼c more than the British buyer which naturally sends it up for him. The San Domingo grower is pinched likewise, on the other foot by the fact that his unsubsidized sugar must meet this ¼c preference for Cuban Philippine, Hawaian and Louisiana sugar. In consequence he must sell at the price in Cuba. So that Cuban sugar dominates the situation both from the grower's and the buyer's point of view.

To-day the acreage in Europe has suffered a decrease, problematical in

(Continued on page 36.)

Proposed Mail Order Tax

An Important Bill to be Discussed by Manitoba Legislature — Retail Merchants' Association There Actively Interested—Half of One Per Cent. on Turnover Suggested—Opposition From Some Farmers

Special from our Western Representative

RETAILERS all over Canada, and especially those in Manitoba, will be interested in a bill which will be brought down shortly in the Manitoba Legislature, providing for the taxation of all mail order houses located in that Province. Brief mention was made of this in last week's issue.

The Bill is in the form of an amendment to the Corporation Taxation Act, and was framed first as a means of securing additional revenue, and secondly, to meet the demands of country merchants, who have complained bitterly in the last few weeks that mail order competition was becoming intolerable in Western Canada, and that it was only fair that the large city firms doing business through the mails, should bear their share of taxation.

Recently, deputations of country merchants, led by the provincial secretary of the Retail Merchants Association, have waited upon the Government, and urged their claims. The Provincial Secretary of Manitoba, on the look-out for new fields from which to secure revenue, saw in the mail order houses a likely source, and the new measure, if it goes through, will net the Manitoba Government approximately $100,000 a year. Incidentally, the same Bill provides for the taxation of street railways, express companies and banks.

It is a little early to speak of this measure, the Bill itself not having yet left the hands of the printer. The western editor of Canadian Grocer was, however, able to secure one or two interesting details from the deputy-minister, W. J. Ptolemy, who framed the Bill. The measure defines the term, "mail order business" as including all commercial concerns, wholesale or retail, that distribute to the consumer at large a catalogue, price list, book or pamphlet setting forth the different articles for sale. It makes no difference what class of goods or trade is involved.

Sixteen M.O. Houses in Manitoba

In conversation with our western editor, Mr. Ptolemy said he understood there were sixteen mail order houses doing business in Manitoba, whose head offices were located within the Province. He stated that while the exact taxation had not been definitely fixed, he thought it would amount to possibly half of one per cent. on their turnover; in other words, for every hundred dollars worth of goods sold, the mail order houses would pay the Government fifty cents. This tax would be levied on catalogue prices, without considering cost of freight and other charges.

A Huge Turnover

Mr. Ptolemy was unable to give any exact information as to the turnover of mail order houses in Manitoba. He had had one or two estimates made, but the figures supplied were so enormous, he could not believe them to be correct. At any rate, he expected the revenue from taxes on mail order houses alone would amount to close on $100,000. To secure that amount, the turnover of mail order houses in that Province would require to be $20,000,000.

It was suggested to Mr. Ptolemy that if the Bill provided for the taxation of all houses going direct to the consumer, irrespective of the class of merchandise sold, it would concern more than sixteen houses. There are hundreds of firms in Manitoba selling direct to the consumer; take for example firms selling agricultural machinery and all sorts of specialties used on the farm. It would not be surprising if special provisions were made in certain cases. It is certain that strong opposition will be encountered from these firms before the Bill receives the approval of the Legislative Council.

There is one serious drawback to the measure which will militate against its success unless support is secured from other Western Provinces, and from the Ontario Government. It is only possible for the Manitoba Government to impose a tax upon mail order houses located right in the Province, whereas probably as much business is being done in Manitoba by mail order houses located in other Provinces. When this was drawn to Mr. Ptolemy's attention, he replied that they could see no possible chance of touching mail order houses whose headquarters were outside of Manitoba. They had this advantage though; they could impose a tax on business done by Manitoba houses outside the Province. It was for Ontario and Quebec, and the other Western Provinces, he said, to take advantage of business done by houses located in their territories, and he had good reason for stating that the Government of Saskatchewan would follow Manitoba. He did not think Ontario and Alberta would be long in imposing a mail order tax too. The latter information was given by Mr. Ptolemy in reply to a suggestion from our representative that the Bill might have the effect of driving mail order houses away from Winnipeg into some other Province, where they could continue to do business in Manitoba unmolested.

Only recently several of the largest mail order houses have established branches in Saskatchewan, and the rest would soon follow suit. Only the passing of similar legislature by adjoining provinces would overcome this difficulty.

R.M.A. Responsible

J. H. Curle, secretary of the Retail Merchants' Association, outlined to the western representative what steps had been taken to achieve this result.

The first step was in this way. In October last, the Winnipeg branch was negotiating with the city to have the business tax abolished or adjusted. At this time considerable data was gathered, showing the amount of taxes paid in Winnipeg by the various professions and businesses.

These tables showed to the satisfaction of the retailers that they were paying taxes out of all proportion to those being paid by wholesalers, the professions, and the mail order houses.

This prompted them to agitate with the Manitoba Government to impose a tax on mail order houses. Preparations were made in camera by the executive,

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux. Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian—Col. N. Golejewski, Military Attache, Room 904, Flat-iron Building, New York City, N.Y.

not even the members being acquainted with what was going on.

When the Provincial Treasurer was approached, the deputation of retail merchants went armed with the figures they had compiled to maintain that the mail order houses were doing an enormous business in the Province, yet were not paying an equal share of taxes.

Several arguments were used. Taxes, it was pointed out, were usually based on two things, first on privileges granted, for which a license tax was imposed, and secondly, some other form of tax, gauged by the ability to pay.

Retailers Carried Farmers

The Government was also told that retail merchants had carried the farmers, thus helping towards their prosperity, as well as that of the Province. The farmer in many cases, they claimed, had shown ingratitude by neglecting to pay the dealer, and by sending his cash through the mails.

Another argument advanced, was that the development of the mail order houses affected the growth of the town, and was detrimental to the farmer himself. A case in point was given. In a certain Manitoba town, the merchants were not as aggressive as in other places, thus allowing the mail order houses to capture a goodly portion of their trade with ease. It had been noted that land in that district, as a result, brought a lower figure than in towns where merchants were more efficient, giving better service, and buying in the best possible markets.

Farmers Oppose Bill

As already stated, the Provincial Treasurer was sympathetic, resulting in the Bill as outlined above. The measure is not yet on the Statutes, and there are some who declare it never will be. Already the farmers, through one of their big organizations, have opposed the Bill strongly, declaring that if it passed, the cost of merchandise to the farmer would be increased unduly.

All sorts of difficulties are cropping up, and all sorts of questions being asked. "What is to be done with the small dealer who issues a catalogue to his customers?" is a question often heard. It is understood that a provision will be made exempting all firms doing a business less than $20,000 annually through the mails.

In the meantime, the Manitoba Retail Merchants' Association are backing up their case, and are confident of success. They declare they have been reasonable in their demands, and have tried throughout to be as just as possible with their big competitors.

The following letter has been addressed to other branches of the R.M.A., in order to keep them posted on what is being accomplished in Manitoba:

Winnipeg, Jan. 27, 1916.

T. J. Corley, Esq., Secretary the Retail Merchants' Association of Canada, Inc., Vancouver, B.C.

Dear Sir, Re Mail Order Houses:

I am sending under separate cover a copy of an article on proposed legislation, which will require a tax to be paid on the business turnover of mail order houses.

Our Executive felt that you would be interested, and that you might feel disposed to follow the lead of Manitoba in this respect.

We are of the opinion that the country merchants are not getting away to a fair start, if their competitors are not required to pay a fair share of the taxes to the Provincial or Federal Government.

We recognize that our members should be assisted in the adoption of up-to-date business methods, and that our associations should go as far as possible in assisting them to finding the best possible market in which to buy their goods.

While efficiency is a favorite term used by the wholesaler in telling the retailer how he should conduct his business, nevertheless we think that after he has started on equal terms with the mail order house, as to taxation, he will find that the cost of the goods will be a very important factor in determining just how well he will be able to meet competition.

I invite any suggestions that you may have to offer in handling this great question.

J. H. CURLE.
Secretary.

Feb. 29—National Fish Day

Canadian Fisheries Association Making Special Arrangements For This Occasion—An Opportunity for the Grocery Trade.

J. A. PAULHUS, Montreal, the chairman of the Educational and Publicity Committee of the Canadian Fisheries Association, is responsible for the creation of a definite plan toward establishing a definite Fish Day in Canada, and by every justifiable means to stimulate the fish trade on this occasion.

He says: "We could take advantage of this being Leap Year to utilize the extra day, February 29th, for this purpose, and so command attention for it from the buying public at once by identifying it with what is always a memorable day in the calendar of the year.

"The idea would be to stimulate the trade in this article by educating the public to a greater knowledge of the value of fish as a food, the cheapness of it, and the great aid an added consumption of it would be to a national industry that is only in its infancy. Too long this industry has been neglected. In some cases even the trade that is being carried on with other countries is not in the hands of Canadians. Our fish trade with South Africa to-day is chiefly carried on by British and American firms.

"By all interested parties putting their shoulder to the wheel and giving it their whole-hearted support there is no good reason why the public should not come in. By means of the usual channels of publicity in the trade—advertising, window displays and just plain talk—the desired purpose can be accomplished. Let the trade feature fish. Explain the purpose of the day, and by so doing enlist the ready sympathy of the buying public. Make it a gala day in every store by giving it the centre of the stage.

"Forgetting for the moment the standpoint of personal gain and looking at it from a purely national viewpoint, it is worthy of our best efforts. The industry offers a striking example of one of the great undeveloped assets of the country that lies at our very doors, easy of access, and yet passed over to a large extent. At that our fisheries produce $35,000,000 annually. Consider the possibilities of growth in this industry in a country of our extensive coast line—a growth that can be materially encouraged by the consistent pushing of fish in the markets at all times, and more particularly by giving it national prominence by the means suggested.

"From a purely business standpoint February is the ideal month for the inauguration of this movement. The weather is cold and suitable to the storing, handling and shipping of fish. Stocks are usually heavy, thus affording a greater variety for the customer and an added inducement to the merchant to sell. It is also at the beginning of the Lenten season—three good reasons for the choosing of February 29. It only requires the united efforts of the trade to insure for this idea an instant success that will at once be felt in the receipts of every fish business in Canada."

Do Dealers Refuse Good Profits?

Do Any Say They Figure Profits on Selling Price When They Actually Do Not?—Are Costs Neglected in Average Store?—Accusations of a Specialty Salesman.

"THE average grocer won't take the profits you offer him."

This was a statement emphatically made by a specialty salesman the other day.

"What's the use, therefore, in offering him profitable goods?" he added. "I have talked to retailers who would rather purchase an article of good appearance to sell at a popular price, than goods of equal quality to sell at a higher price and which would bring them a better profit.

"Go into the average grocery store and ask the dealer what he has paid for a certain article and ten to one he can't tell you. Yet he sells that article over the counter every day and hopes to make a profit at the end of the year.

"Retailers will tell you that they won't handle dollar dozen articles to sell at 10 cents each, and yet you can buy these to-day in almost any store. In fact I have sold goods that actually cost $1.20 per dozen and retailers have bought them and sold them to the consumer at 10c each. It is my firm conviction that one of the greatest drawbacks to success in the retail store to-day is the fact that the average retailer does not know his costs and therefore cannot sell intelligently.

"If the average grocer wants to go to the theatre or on a little trip, he puts his hand into the till, draws out $2, $3, $5 or $10 and makes no record of it whatever. He takes goods out of the store for use in the house and has no idea what they cost him from year to year."

Are you guilty?

This specialty salesman claims he can put his finger on case after case where the above things are happening every day. He said, of course, that there were men in the trade who know what they are doing because they keep definite track of all expenses, invoice costs, etc., and are careful to mark their goods to obtain a fair profit. He made the surprising statement, however, that this class of grocer was the exception and not the rule. He modified this statement somewhat by stating he had reference to dealers in the large centres only as his experience did not cover the smaller places.

He added that there were grocers "who would tell you they figure their profits on their selling price—which is, of course, the proper method—but you can persuade them in a minute that if they purchase an article for a dollar a dozen and sell it at 10c each they make 20c on the dollar or 20 per cent. profit. It would certainly be to our interests if every dealer realized that he should obtain a profit on every article he sold above the cost of doing business. We could sell more goods, because we could offer better value for the money; but if there is one thing more than another that the average retailer requires to-day, it is a cost system that will tell him exactly what it is costing him to do business. The man who, when he goes to any place or purchases furniture, clothing or anything else, puts his hand into the cash register and draws the money to cover this expense without recording it, will never know where he is at. He may be losing money on the business and will not know until some day he finds he cannot meet his bills. He then scurries around to find out what the trouble is and it generally reverts back to the fact that upon investigation, he has kept no account of his costs and has not been charging sufficient profit on the goods in stock.

"Here is still another instance where I think there is room for some reform. I know of a specialty salesman who offered the retail trade a 5c article at a good profit. Many retailers, however, turned it down because they were selling a similar article, of the same net weight and absolutely no better in quality for 10 cents which usually sold 3 for a quarter. These men are working for turnover and not for profit. At the end of the year they want to be able to say that their business was ahead of the previous year and therefore they pushed the lines that would bring this turnover up regardless of profit and service to the customer. In fact one retailer pointed out that a 5 cent line would not sell because people considered it too cheap. This specialty salesman went to a large store and on explaining his goods and prices was given an order for a 25 case lot. The goods were well displayed in a neat pyramid inside the store. They were explained to the customer and in two months time a repeat order came in for another 25 case lot. Moreover, since that time this line has become a regular feature in this particular store and 25 cases of 100 tins each, are being turned over every couple of months or so."

Canadian Grocer strongly endorses the sentiments expressed in regard to the necessity of knowing costs. Every retail dealer will also endorse this whether he acts or not. Among the other questions which this salesman brings up are however, some of a controversial character and it would be interesting to hear what the retailers have to say. Is he right or wrong in reference to the 5c and 10c article? If any of our readers have different opinions to express we would be glad to hear from them. The results of the discussion cannot but be of assistance to every member of the trade. Let us have at once your views on any point and help along the discussion.

THROUGH OTHER SPECTACLES

Proposed Bankruptcy Act

(From Credit Men's Journal.)

Credit Men should watch with the utmost vigilance the proposed Bankruptcy Act for Canada. This measure will be introduced at this session or at the next, and we firmly believe that it should not be allowed on the statute books of the country until the credit men from coast to coast know its nature intimately and have a thorough appreciation as to its results.

We suggest that credit men of wholesalers and manufacturers of the different provinces appoint a committee from their number to consider the proposed legislation, and that from this number one or two delegates be selected to meet the delegates from other provinces at Ottawa. They should there spend some time in discussing the various clauses of the Act, and after they have amended and reframed the draft presented by the legal men to the Government, they should interview the Government, and endeavor to have the Act passed in accordance with their views.

* * *

Manufacturers' Retail Competition

(The Grocer, London, Eng.)

On more than one occasion we have called attention to the way in which certain manufacturers endeavour to sell their goods by retail wherever they can secure anything like large orders. Contracts for public institutions of various descriptions appear to offer a very tempting opportunity to go beyond the retailer and to supply direct. Recently cases have been brought to our notice in which manufacturers have entered into competition with their retail customers in tendering for such contracts and have given lower terms than retailers possibly could offer. In one or two notable cases, upon the retailers lodging their protest, the manufacturers have agreed to study the ordinary retail grocer rather than to enter into competition with him. Such decisions are satisfactory, and we have no doubt will benefit the manufacturers who act in this reasonable manner. On the other hand, some manufacturers continue to offer their goods direct, and are busily engaged in circularizing public institutions with offers of proprietary goods at much lower prices than could be quoted by retail grocers. This is certainly most unsatisfactory. It may be a part of the modern scheme of hustling, but such manufacturers must remember that the temper of the retailers of this country is very different from that of the retailers in certain countries where hustling is popular and is part of the working creed of the nation.

In a case which occurred quite recently a manufacturer offered to supply his goods to public institutions at something like 30 per cent. below the retail grocers' price. There is no doubt that everyone, manufacturers included, is feeling the great strain of the war conditions. That, however, can be no justification for manufacturers passing by the retail distributor and endeavouring to cut him out.

* * *

Taking the Store to Farmers

(From the Interstate Grocer.)

Retail merchants of Smith Center, Kan., evolved a plan during the harvesting season which brought good results and probably put quite a crimp in the business of the mail order houses in that section. Realizing that the farmers would be too busy to come to town and, therefore, would probably order what supplies they needed from mail order catalogs, they decided to literally take their stores to the agricultural districts in automobiles.

Each machine was manned by a crew of two men, a chauffeur and a salesman, otherwise, one of the store. The auto was loaded to capacity with dry goods, groceries, clothing or hardware, as the case might be, and getting an early start, stops were made at the farm houses and orders taken and delivered on the spot. In case the farmer or farmer's wife wished something not carried in the stock, the order was taken and delivered the next day.

The plan was reported as being a success, the farmers receiving the salesman cordially and ordering liberally. One merchant reported sales averaging nearly $200 a day. Besides resulting in direct sales, the scheme helped to cement a friendly feeling between the merchants and the farmers, as the latter appreciated the enterprise of the local retailers in going out in this way after the business.

* * *

Coming Economic War

(From the Scottish Trader.)

There is a slowly accumulating mass of facts which point unmistakably to the conclusion that ultimately we are not only going to beat the Germans in the field with guns, but to beat her in commerce as well. The commercial warfare has already begun, and threatens to become as acute as the British determination to stamp out, root and branch, Prussian militarism. What will probably be the greatest Trade Exhibition ever held is the British Empire Fair now being organized for 1917. The building is to be erected at Willesden Green; will cover an area of 610,000 square feet, and will cost £200,000. Something like 3,000 exhibitors, representing seventy distinct trades will be represented. Equally significant was the discussion in the House of Commons on Monday night on a resolution declaring that with the view to increasing the powers of the Allies in the prosecution of the war, His Majesty's Government should enter into immediate consultation with the Governments of the Dominions in order, with their aid, to bring the whole economic strength of the Empire into co-operation with our Allies in a policy directed against the enemy. The importance of such a proposal cannot be over-estimated, because, as one of the speakers pointed out, the one great key to the whole of German diplomacy is not the political, but the economic subjection of the countries she now occupies.

* * *

Amendment to Stevens Bill

(From Modern Merchant and Grocery World, Philadelphia.)

The Stevens Bill, which aims to give manufacturers the right to fix the retail prices of trade-marked goods, has been amended, and in a way which shows the American Fair Trade League to be insincere. It has all along contended that one of the best things the Stevens Bill did was to prevent discounts for quantity. The buyer buying 100 cases would have to pay the same price as the buyer of one case, and this, said Secretary Whittier, of the League, was in the protection of the small merchant. Because I criticised certain portions of the bill, Mr. Whittier has accused me of working in the interest of department stores and large retailers, who are the people wanting quantity prices. It tickled him to say that and didn't hurt me, so I have paid no attention to it.

The Stevens Bill has now been amended, with the consent of the American Fair Trade League, so as to permit discounts for quantity. What about that, Mr. Whittier? Who is working now in the interest of department stores and large retailers?

This change of front strikes me as a bit cheap. Doesn't it show that the manufacturers who compose the American Fair Trade League really care for nobody in this thing except themselves, and that in order to quiet opposition and get through the provisions that help them, they will readily sacrifice the very provision which they have been loudly crying was in the interest of the small retailer?

Orange Prices in Ireland

(From the Irish Grocer.)

As in the case of all imported articles, the freight on oranges is much higher than it was, the result being that buyers have to pay a higher price for the fruit. In normal times the cost of bringing a case of oranges from Spain to these countries was a little over 1/-, but the freight on the last cargoes which have arrived has been 4/-, and it is believed that even more than that will soon be charged. That is the explanation of the fact that trade buyers are paying more for oranges than they used to, although the amount cannot be said to be much, having regard to the number of oranges in a case. In fact the price at which oranges can be bought is marvellously small, having regard to the amount of labor bestowed on the production, packing and distribution of them. All the fruit which has received an undue amount of moisture is rejected, and the balance is assorted and grouped according to its size, quality and appearance, then each orange is wrapped in paper and put into the cases; and after all that labor the price of oranges may well be called a marvel of cheapness. Prices of oranges have in the last few days risen, and the prospect seems to be that further advances will take place. There are few countries whose industries have been less affected by the war than Spain, but the freight is a large proportion of the total cost of oranges to the buyer here.

* * *

That Java Coffee Decision

(From Tea and Coffee Trade Journal.)

The best interests in the coffee trade will approve the decision of the Bureau of Chemistry to make no change in Food Inspection Decision No. 82, which limits the use of the term "Java," under the Food and Drugs Act, to coffee produced on the Island of Java. Certain members of the coffee trade requested the Bureau of Chemistry to recommend the modification of this decision, to allow coffee produced on the Island of Sumatra or other islands of the Dutch East Indies to be imported and shipped into inter-state commerce as Java coffee. It was claimed (and truly) that the coffee produced on the Island of Sumatra is equal, or superior, in quality to that produced on the Island of Java. But this was just as much the case when Dr. Wiley promulgated F. I. D. No. 82 as it is to-day.

The Food and Drugs Act provides that any food or drug product shall be deemed to be misbranded which is falsely branded as to the State or country in which it is manufactured or produced. The Bureau of Chemistry, therefore, is of the opinion that, under the terms of the Food and Drugs Act, even if the coffee produced on the Island of Sumatra is equal, or superior, to that produced on the Island of Java, it cannot be imported into this country or shipped into inter-state commerce labeled as Java coffee.

It is our opinion that, in connection with the hearing before the Bureau, the National Coffee Roasters' Association made a mistake in appearing to lend itself to the doubtful enterprise of pulling some one's green coffee out of the fire, for, as we pointed out at the time, no valid reasons were discovered why the ruling should be changed to permit inferior East Indian growths to acquire a badge of respectability whereby the unscrupulous would be permitted to fool ignorant dealers and deceive trusting customers.

We realize the decision will be a disappointment to those pseudo-members of the trade who expressed the hope that "the under-done knowledge of self-constituted experts will not again prevail" to prevent the readjustment of "this annoying situation," but we are certain that the better judgment of those who are sincere in their desire to co-operate with the Government in its efforts to protect dealer and consumer alike from misrepresentation will applaud it and rejoice in it as another step forward in the cause of Truth and Honesty in the coffee business.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

Martel & Lavalle, general merchants, Clarenceville, Que., are succeeded by C. E. Mason.

The Canada Sugar Refining Co., Montreal, is introducing on the Canadian market for the first time "Tea Cubes" sugar. This is cube sugar, the cubes being about half the ordinary size. The idea is that many people find one ordinary cube too little and two too much, and in such cases three of the smaller cubes can be used.

Lt. Col. Desrosiers was entertained at a banquet at the Ritz Carlton, Montreal, on Saturday night last, by military associates and other friends under the chairmanship of P. P. Walters, vice-president of the Imperial Tobacco Co. with which Col. Desrosiers is associated. The occasion was the guest of honor's accession to the colonelcy of the 163rd battalion.

Officers of the Fredericton, N.B., Retail Merchants' Association have been elected as follows:—President, A. Murray (re-elected); 1st vice-president, M. E. Deohan; 2nd vice-president, A. M. Coombes; treasurer, E. R. Blackmer; secretary, W. MacKay; executive committee, C. W. Whelpley, Howard Rogers, J. P. Farrell, C. W. Hall and J. D. Cain; auditors, Harold F McMurray and Chas. Edgecombe.

Ontario

Geo. W. Rodd, grocer, Mount Joy, Ont., has sold to A. P. Graham.

John Wilson, a Brock avenue, Toronto, grocer, passed away last week.

W. H. McDonald, general merchant, Port Lambton, Ont., died recently.

Robt. Barron, Ltd., grocers, Toronto, sustained a fire loss recently; insured.

Joseph H. Saddington, general merchant, Mull, Ont., has sold to Taylor & McNeil.

Wm. Dicks, grocer, Market Square, Stratford, Ont., has sold out to Geo. H. Faber.

W. B. Johnston has bought out James Leonard, grocer, Brunswick street, Stratford, Ont.

Geo. Powers, of J. C. Whitney & Co., tea importers, Chicago, was in Toronto during the week on a business trip.

Myles G. Legate, a traveler for 31 years with the McCormick Manufacturing Co., London, Ont., died recently.

E. Latter, of A. R. Latter's grocery, Guelph street, Stratford, Ont., has joined the band of the 110th Battalion.

Lorne Handy, of Blenheim, Ont., has purchased the Inman general store at Wheateley, and is moving there this week.

T. W. McFarland, vice-president of the D. S. Perrin & Co., Ltd., biscuit manufacturers, London, Ont., has been elected president of the London Board of Trade.

GEO. GIBBON, Port Arthur, Ont.

Mr. Gibbon, who is a grocer, was elected an alderman of Port Arthur for 1916 in the recent civic elections there.

T. A. Rowat, of T. A. Rowat & Co., grocers, Dundas street, London, Ont., who has been ill for some time, is recovering gradually, which is good news to his many friends.

James Anderson, who for a great number of years has conducted a grocery store on the corner of Richmond and Horton streets, London, Ont., has retired from business.

The Harding Company, wholesale grocers, St. Thomas, Ont., will soon be moving into the new warehouse which they have built on a spur of the London & Port Stanley Railway.

J. Wall, manager of the Canadian Canners, Limited, Toronto, has been given a two months' leave of absence by the directors and he has selected Bermuda as the place to take a well earned rest.

W. W. Gray, who has been with Thos. Ballantyne & Sons., Stratford, Ont., for past 20 years, has joined the staff of the Whyte Packing Co., as manager of their wholesale plant in Brockville.

Western Canada

The Sandy Lake Trading Co., Sandy Lake, Man., has been incorporated.

The staff of J. F. Cairns, Saskatoon, Sask., held its annual dance last week.

The Modern General Store, Bounty, Sask., will commence about March 1.

Good & Robertson, general merchants, Tyvan, Sask., have sold to Norman McLean.

Three sons of W. Wilson, general merchant, Whitemouth, Man., have joined the colors.

Mrs. W. T. Frain has opened a store in the Frain Building, Main street, Wadena, Sask.

Stock of the estate of S. T. Lodge, grocers, Saskatoon, Sask., has been sold to Robert A. Anderson.

The W. W Cooper Co., Ltd., department store, Swift Current, Sask., is applying for charter of incorporation.

John McKenzie, who built the first flour mill at Silver Heights, Man., died at Prince Albert, Sask., last week.

Financial arrangements have been made for the erection of a new packing plant at Calgary by the J. C. Boyle Packing Co. Building will commence shortly.

The Swift Current Trading Co., have taken over the business of Bertin's Ltd., Swift Current, Sask. The firm consists of Henry Wodlinger and Henry Finkleman.

The general stores of the J. G. Cowan Supply Co., and J. A. Fraser & Co., Ltd., were among those which suffered serious loss by fire at Quesnel, B.C., on Saturday, Jan. 15.

A flour mill at Wainwright, Alta., was destroyed by fire January 20th. The loss amounted to $60,000, which was covered by insurance. It was owned by a firm in Minneapolis.

On the occasion of a sale recently, Robinson-MacBean, Ltd., Moose Jaw, ran a special shopping excursion from Gilroy, in this way bringing in over 200 customers on the G.T.P.

W. H. Little, of Robinson, Little & Co., Winnipeg, and W. H. Escott, of the W. H. Escott Co., Limited, Winnipeg, were both re-elected directors of the Ontario Commercial Travelers' Association at the last general election held in London, Ont.

William McKay, who has for some years been manager of the grocery department of the W. W. Cooper Co., Swift Current, Sask., has resigned that position, and will take a short vacation before entering upon the duties of a new position.

A judgment of interests to travelers was handed down in Saskatoon, Jan. 20th. C. A. Pierce was convicted of a breach of a civic by-law in that he was selling goods by sample and had no license in the city. A judge of a higher court held that the by-law was ultra vires; that the license was prohibitive; and that the city had no power to impose such a prohibitive fee.

Among the firms who have taken space for the Home Products Exhibition held at Winnipeg early in February in connection with the Bonspiel, are the following:—Canadian Ice Machine Co.; Strang Bros. will exhibit their Winnipeg-made shoe polishes; Blackwoods, Ltd., will exhibit aerated waters and temperance beverages; White Star Manufacturing Co., pickles and baking powders; Purity Flour Co.; Excelsior Products Co., grocery specialties; Robin Hood porridge oats; Codville & Co., Ltd., wholesale groceries; Blue Ribbon products; Dyson Vinegar Co., pickles and sauces.

Letters to the Editor

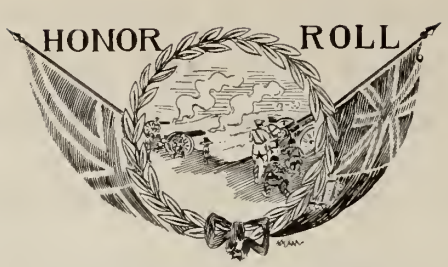
THE CHEQUE AS A RECEIPT

Editor, Canadian Grocer.—I see a little item in your paper re the cancelled cheque being sufficient for a receipt. Being a retailer for a long time, I beg to make note of a thought and a suggestion. First, I would presume the only objection the sender of the cheque would have would be the difficulty of filling in so much, as the cheque would not indicate the particular account or date of items which it paid.

Would it not be in good form for a merchant to attach a receipted statement to the back of cheque showing the dates and if any balance is carried forward? In this way the postage might be saved, which is quite an item, and other misunderstandings averted.

THOS. FITZPATRICK.

Lambton Mills, Ont.,



WON MILITARY CROSS

Major F. M. Codville, formerly of Winnipeg, was recently appointed senior major of the One Hundred and Forty-fourth Battalion, and has been awarded the Military Cross for his services at the front. Major Codville was also mentioned in dispatches a couple of weeks ago. He served at the front with the Royal Canadian Dragoons. Major Codville is a son of the late John J. Codville, head of the Codville Co., wholesale grocers, Winnipeg.

MAJOR F. M. CODVILLE, Winnipeg, who has won distinction at the front

* * *

Donald (Don.) McGillivray, employed for the past six years by N. McGillivray & Co., Port Elgin, Ont., has enlisted in the 160 (Bruce) Battalion for overseas service.

* * *

J. McDowell, an employe of Gunns, Ltd., Front street, Toronto, has enlisted and was presented with a watch by his fellow employes. Mr. McDowell's enlistment makes the number of those connected with the firm serving with the colors 95, including Colonel J. Gunn, the president.

Arthur Coburn, country salesman for the Scott Fruit Company, Winnipeg, has enlisted with the Engineers for active service. In appreciation of his services during the years he has been with the firm, he was presented with a wrist watch by the firm.

OTTAWA GROCERS TO HAVE A BANQUET

The Retail Grocers' Association of Ottawa, decided at the last meeting to have the annual banquet in the Masonic Temple on the evening of February 23. It is said it will be the finest "spread" ever attempted by the grocers of the Capital. Extensive preparations will be made and it is expected accommodation will be provided for about 500. Manufacturers, wholesalers and travelers, who sell to the retail men, will be invited.

As the Pure Food Show was so successful last year, it was decided to continue it this year, and therefore no picnic will be held in consequence. The committee appointed to look after the show are T. Bowman, sr., A. G. Johnson, A. S. Moreland and F. Burgess. This committee will have complete charge.

Feeling that there is a lot of money outstanding from bills, debts, etc., incurred by soldiers' families, the Association only gave $50 to the Patriotic Fund. Specific instances were given of bad debts arising from this source.

President Alex. Phillips presided and there was a good attendance.

OPENING OFFICES IN MONTREAL

Harold F. Ritchie & Co., Ltd., manufacturers' agents, Toronto, are opening an office in Montreal on Feb. 10th. The business there will be looked after by Frank A. Hutchinson who was formerly on the senior staff of the New York Herald in Paris and who came back to this country in the interests of Raphael Tuck & Co., the post card people. Mr. Hutchinson was latterly interpreter for the Russian Government and also has had work on shell inspection, but for sometime has been waiting for the opening of the Harold F. Ritchie office in Montreal to take charge of the business in that district.

WINNIPEG RETAIL PROBLEMS

The Winnipeg Retail Merchants' Association will hold a conference on Wednesday, Feb. 16, at the Industrial Bureau, at 2 p.m., when the following subjects will be discussed: (1) Buying Problems. (2) General Merchandising. (3) Credit and Collections. An invitation is extended to all retailers who are in Winnipeg for the Bonspiel.

Sugar Stiffer: Sal Soda Higher

An Interesting Tea Situation — Rolled Oats Market Means That Breakfast Foods May Be Advanced—Buying Time for Canned Goods—Currants Very Firm

Office of Publication, Toronto, February 3rd, 1916.

SUGAR men are talking of a possible advance. They have nothing definite to say, but hazard the opinion that it is not unlikely. New York is up fifteen cents on refined and there is heavy buying. Export business is also large, and altogether New York is firmer than for some little time. Stocks in the hands of Canadian retailers are not large, and a big demand at this time might advance prices, it is claimed.

There has been another advance in sal. soda, and therefore sooner or later all washing powders and the like will be advanced. The advances in this chemical have already been heavy, but it is firmer and higher almost every week, an increase in three months of practically sixty-five per cent. being registered. As has been stated in these columns before, this is due to the use of sal. soda for munitions purposes.

Tea market is worth consideration at this juncture. To begin with, the Budget is still in the future, and a tax may—who knows—suddenly descend upon tea. Also from circulars recently to hand, one may see that the surplus crop in 1915 over the year before was 100 million pounds. If only freights were adjusted it looks as if this might cause a break in the market, for though there has been a vastly increased consumption this last year, still after allowing for that, there is still a lot of tea—roughly fifty million pounds increase in crop. Of course these teas are away in the East and the freight situation gets worse instead of better. If it does not alter favorably, there can be no chance of a substantial drop.

Flour is firm at present and both export and domestic demands are heavy. Export is more than can be taken care of with existing freight conditions.

QUEBEC MARKETS

Montreal, Feb. 2.—There is a good steady demand for staples, and the market in practically all imported lines is strong. Some lines of Canadian manufacture are inclined to weakness except in case of those whose raw materials is subject to war demands. The feature of week is the New York rise in refined sugar and further strengthening of local market. This feeling is accentuated by a slight increase in raw product, which is still held up to a great extent by lack of ships. The latter is the predominating factor in determining the firmness of this market. The 3c decline in molasses has attracted considerable attention here. This decline occurs at time when condition of sugar market may influence a diversion of the crop to sugar production. This market is in an unsettled condition, the entrance of the new crop on to the market tending to lower prices, while all the other features of the market have an opposite tendency. All lines that have been dependent on Suez route continue firm, and in the case of spices some slight advances have occurred. Advances of 30c per doz. have occurred in some brands of proprietary articles. Matches have advanced generally. Coal oil has advanced 1c, and is now being offered at from 15½c to 19c per gal. Price competition is feature of the canned goods market, otherwise situation is strong. Soda bicarbonate has advanced 10c, and is now at $2.50 per 112-lb. keg. Entire market for chemicals of all description continues strong, for production is curtailed in other lines in commercial demand by the extraordinary demands on a few for war purposes. This demand has extended to alcohol, which fact has caused a general advance in imported liquors. The budget announcement is still awaited with lessening interest.

SUGAR.—Raw sugar shows slight advance as result of uncertain conditions, and latest reports quote it at 3 5/8c per lb. The high freight rate from Cuba on top of already abnormal conditions in that market have materially strengthened it. Rate to New York has reached the unprecedented level of 53c per cwt. As intimated two weeks ago as likely, refined sugar that last week advanced in New York to $5.85, has again advanced, and is at its old level of $6, and, like the raw product, is strong. There has been active buying past few days in large quantities. Stocks are well cleaned up in New York, so that if the advances continue there, a similar move here is not impossible. Ruling factor of this market continues to be lack of shipping

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Oranges still high.
Lemons scarce.
Onions firm and Spanish looking up.
Potatoes 10c higher.
Parsley scarce.

FISH AND OYSTERS—
Soft weather interfering with trade.
Haddocks scarce.
Light movement.

PRODUCE AND PROVISIONS—
Compounds very firm.
Cheese stocks limited and higher.
New laids down 7c.
Storage down 3c.
Butter firm.

FLOUR AND CEREALS—
Flour situation still firm; wheat fluctuating.
Oats and middlings firm.
Corn very strong.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Levels well maintained.
Freight situation tense.
American corn higher.
Slump in wheat.

FRUIT AND VEGETABLES—
Storms send oranges up.
Celery firm and higher.
Strawberries trifle lower.
Potatoes remain steady.
Good demand for grapefruit.
Spanish onions up.

FISH AND OYSTERS—
Whitefish the best bet.
Oysters sell well.
Halibut may be short.
Good trade in fish.

PRODUCE AND PROVISIONS—
No change in meats.
New laids down again.
Same applies to butter.
Cheese firm and high.
Honey prices shaded.

GENERAL GROCERIES—
Tea market interesting.
Sugar very firm.
May be advanced soon.
Sal soda greatly increased.
Currants firm and high.
Tapioca and rice strong.

MANITOBA MARKETS.

FLOUR AND CEREALS—
First patents now $7 bbl.
Better demand for feeds.
Rolled oats a bit easier.
Cornmeal up to $2.55.

POULTRY AND FISH—
Kippers and bloaters up 25c.
Higher haddies expected.
Scarcity of haddock in Canada.

FRUIT AND VEGETABLES—
Manitoba potatoes go higher.
Malaga grapes up to $12.50 keg.
Navel oranges now $3.25-$4.25.
Cranberries arrive in boxes.

PRODUCE AND PROVISIONS—
Live hog market higher.
May be weaker next week.
Ham quotations advanced.
Barrelled pork $22 bbl.
Eggs in cartons scarcer.

GENERAL GROCERIES—
Sugar prices unchanged.
Corn syrup and starch strong
Small-sized prunes scarce.
Dried peaches firming up.
Currants higher in first market.
Cheaper rice will go up.
Big demand for tea.

facilities for Cuban raws, and where sugar continues to pile up. The condition is similar to the one that existed in wheat market, when immense stocks were piled up in Russia awaiting the opening of the Dardanelles. This condition has operated to reverse the whole tone of market here, which is decidedly firm in comparison to the weakness exhibited a few weeks ago.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

MOLASSES AND SYRUPS.—Molasses have dropped three cents, and new prices are as quoted in list. This decline includes old stock, and was brought about by increasing shipments of new molasses. Demand is fair, but basic market conditions are unsettled. Advent of new crop has a strong tendency to bring prices down, as wholesalers have contracted for new molasses at lower prices than existing ones. On other hand, transportation problem becomes more acute, the raw sugar advances have a tendency to strengthen molasses prices and divert production towards sugar, and there is no improvement in primary market conditions.

Corn syrups have advanced in some quarters 30c per dozen, but the advance is said to be due partly to increased cost of jars, etc.

	Price for Fancy. Island of Montreal.	Choice.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

COFFEE.—Market is strong, principally due to more acute freight situation. Stocks are in good shape at present, but considerable difficulty is being experienced in maintaining shipments at desired level both from primary and New York markets. In addition, the English ships engaged in the South American trade have been advised to hold themselves at Government disposal. Another bullish feature has been primary advance in Rios without any corresponding raise in the higher-priced Santos. Counteracting against these facts is the large amount of coffee in sight and the continued shipments from Brazil in spite of increased freights and a shortage of bottoms. Interest in a possible change in the new budget continues.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicory	0 14

NUTS.—Prices on nuts are unchanged, and demand is a good deal better. Brazil nuts are firmer as result of report that scarcity is due to occur in primary markets owing to lack of rains. Almonds are scarce, but unchanged in price. The present movement of goods is based on a seasonal demand that usually occurs at this time of year.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 41	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 33
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

TEA.—Condition of tea market is unchanged from last week, strong and moving freely, except that principal features are more pronounced, especially in case of freights. There is a good movement of business, although spot stocks offered wholesalers by importers are light, and latter refuse to insure delivery or guarantee in any way. Stocks in general are diminishing with increased rapidity. Country demand is strong, and first hand inquiries point to an increased trade. Indias maintain their strength and show increased firmness. Visible supplies are short and the enormously increased demand of Great Britain operates to intensify the conditions outlined. Japan trade is satisfactory and showing increases. There is an easier feeling evident in regard to eventualities affecting ocean shipments as result of the prompt handling of the submarine peril in the Eastern trade. The ship shortage remains the factor in the market, and the coming budget is the chief cause of speculation.

DRIED FRUITS.—This market is quiet, with no changes in price. Demand is normal, but market has strengthened up a little in way of dried fruits of American production. The market is pretty well cleaned up of seasonable dried fruits, such as sell well in the holiday season, as a result of the Christmas movement of stocks, which have not yet been replaced.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11¼
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Promedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—This market is firm, with a good steady demand and unchanged prices. Good quality Ontario beans are scarce, and Japan and California beans are taking their place to a greater extent in the market.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

RICE AND TAPIOCA.—The rice market is unchanged, is firm with good demand. This market has been strengthened by events in the East, and the shortage in bottoms is keenly felt. Tapioca is firm and unchanged in price, although primary market lies in the zone of submarine influence.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07¼

SPICES.—This market is generally firm, as all lines are particularly effected by the most influential factors of the moment. Pepper has advanced 3c; black is offered at from 22c to 25c, and white at from 30c to 33c. Cayenne chilies are almost unprocurable at 50c, which is an advance of 15c over the old price. The situation in the East and the excessive freights in force for carriage from there are the primary causes of the stiffening.

	5 and 10-lb. boxes.	¼-lb. pkgs., dozen.	¼-lb. tins Ibs.
Allspice	....—0 16	....—0 69	....—0 23
Cassia	....—0 22	....—0 89	....—0 29
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	....—0 28	....—1 05	....—0 35
Cream tartar—60c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 23	1 00—1 15	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	....—0 40	....—2 40	....—0 75

Pepper, black	0 22—0 25	0 90—1 00	—0 29
Pepper, white	0 30—0 33	1 15—1 20	—0 37
Pastry spice	—0 22	0 90—1 20	—0 29
Pickling spice	0 14—0 16	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

CANNED GOODS.—Price competition is permitting retailers to secure some good buys, as primarily situation is firm.

ONTARIO MARKETS

Toronto, Feb. 3.—Further to what was said a couple of weeks ago on the question of using different articles found in grocery stores for munition purposes, is the still further advance of sal soda. This, which sold three months ago for 52c, is now quoted at $1.35, and will go higher. Retailers should watch this development. Sooner or later it means an increase in the price of washing compounds and so forth. Munition purposes are taking huge supplies, and accordingly civil needs suffer in price.

Wholesalers are beginning to look askance at the firmness and advancing tendency displayed in the rolled oats market. It is now some time since an adjustment was made by the oat cereal people of prices and quantities. At present levels of rolled oats, however, there can't be much money in the package business. Rolled oats, formerly costing $2.30 a bag, now cost $2.65, which is an appreciable increase. In some quarters an advance in the price of oat cereals is regarded as not at all unlikely.

The currant market, which for many moons, has been touching the high spot, is further complicated by imposition of additional war risks on boats conveying currants from Greece. These additional charges are said to be 5 per cent. on neutral vessels and 8 per cent. on belligerent. War risks were an awkward quantity enough before this, goodness knows, and the market is certainly rendered still more difficult. An advance in the primary market last week is succeeded by a like one this, and dealers lightly stocked will do well to replenish as soon as may be. Other grocery lines may be unsure, and display signs of market antics, but what is just about the one safe bet is that currants won't be lower for a long, long time.

General trade has little in the way of unusual feature. It is, however, very good, orders being steadily larger and more frequent. Collections in the country, always good, are as good as ever, while the city is in a good deal better shape.

SUGAR.—Following the firmness in New York, recorded last week, is a decided stiffening. Buying for future is heavy—so heavy, indeed, that, together with big export demand, it has caused advances. Refined is up 15c in New York in a week. There is talk of an advance here, too, in sympathy. Stocks in retailers' hands are said to be comparatively light. For the present, however, we record no change.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (5 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—A cable from London this week reports no advance. This is the second week without increases in market quotations, and though the wire reports both Ceylon and Indian markets as "steady," it gives no hint of advances. As an indication of high prices ruling, we hear of tea—of the very lowest grade—selling in Calcutta recently for 1/0¼, or 24½c. This is in Calcutta; add to that freight, war risks, cost of delay and so on, and certainly the result shows an extraordinarily high market price for low-grade tea.

On the other hand, there are one or two influences worth considering. A recent authoritative circular (date of January 14th) says that the crop of teas last year—India, Ceylin, Java, Sumatra and smaller gardens—was 100 million pounds ahead of the year before. Total production in localities was—India, 55 millions more than 1914; Ceylon, 20 millions more; China, Java, Sumatra and smaller gardens 25 millions more.

To be sure, consumption has vastly increased this last year over the year before. Taking that into consideration, however, there is, we should judge, at least a surplus of 50,000,000 lbs. more in 1915 than in 1914. That shows that there is lots of tea. The trouble is that it can't be got at, and tea deteriorates in quality. But, if that surplus of tea were suddenly to be accessible, the opinion of some is that the market would break. A prominent London, Eng., tea man expresses this in a letter. He points out that there is a vast surplus in crop; that the big consumption still leaves a great margin; that freight difficulties, therefore, more than anything else, keep the price high; that if the British Government is really busy on the question of ways and means of getting foodstuffs quickly shipped here and there, and was successful in so arranging, that there would be a break in the market.

We give this for what it is worth. There is no break in sight at present.

Stocks of bulk teas here are said to be very low.

DRIED FRUITS.—Currants continue to be very firm, despite last week's advances in the primary market. Indeed, still higher prices are again registered therein. It is said that there may be some easement at the end of the month if the looked-for boat arrives from Greece. Spot currants are firmly held here, with steady demand. An element which should be taken into consideration is the extra war risk reported to be imposed; 5 per cent. on neutral vessels and 8 per cent. on belligerents. One more trouble sent to try the patience of the importer!

Prunes continue to be amply bought, though not heavily. All levels are maintained, and market at the Coast is strong. No change in price is to be recorded. There is a good demand for package dates, at ruling levels. Peaches, raisins and apricots show little feature, having a fair trade at prices generally held firm by limited supplies.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lb.	0 12	0 13
Amalas, choicest, per lb.	0 13½	0 14¼
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09¼
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12¾	0 13
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09¼
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—The market is more or less without feature, buying being of the hand-to-mouth variety. Filberts are strong in the primary markets. We record no advance, as our quotation is full high, and there is a good range. Spot pecans are firmly held on a steady buying demand. Almonds and walnuts show little change.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¾

Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15
Walnuts, Bordeaux	0 11	0 [illegible]
Walnuts, Marbots	0 12½	0 [illegible]
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Once more there is no lower price movement to record. General opinion is that the trade won't see lower prices. Fundamental condition of a bad crop can't be supervened. Peas are high and in steady demand, limited supplies supporting levels.

Beans, choice primes, bush.	....	4 25
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 00	3 25
Split, lb.	0 06¼	0 06½

SPICES.—There is no new feature from last week. Peppers are firm on account of low stocks, but retailers are not buying heavily just now. Cream of tartar is very strong, with good, steady demand.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 16	0 15—0 16
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	....—0 15
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 03
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 22—0 25
Cassia, ground	0 14—0 16	0 23—0 26
Cayenne	....—....	....—0 30
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	....—0 50
Celery salt	....—....	....—0 30
Celery pepper	....—....	....—0 30
Cinnamon, Batavia	....—....	0 28—0 30
Cloves, whole	....—....	0 30—0 35
Coriander seed	....—....	....—0 12
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—0 50	0 50—0 55
Curry powder	....—....	0 25—0 26
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 32
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 90—1 00
Mustard, pure	....—....	....—0 30
Mustard seed	....—....	....—0 28
Nutmegs, brown, 60s, 52c; 80s, 32c; 100s	....—....	....—0 27
Nutmegs, ground, bulk, 45c; 1 lb. tins	....—....	....—0 35
Pastry spice	....—....	0 22—0 25
Paprika	....—....	....—0 33
Peppers, black, ground	0 14—0 18	0 25—0 26
Peppers, black, whole	....—....	0 22—0 25
Peppers, white, ground	0 19—0 24	0 34—0 36
Peppers, white, whole	....—....	0 34—0 36
Pickling spice	....—....	0 16—0 20
Sage	....—....	....—0 36
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 16—0 18

COFFEE.—There is nothing to record of novelty in the situation. Some little speculation is rife as to tariff changes in the coming budget, but it is merely speculation, nothing more. Cheaper grades are selling steadily. Primary market shows little of interest for the moment.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—Firmness in tapioca continues, and primary market is higher. Freight question is partially the reason. Locally there is no change. Rice continues very strong, with a demand rather above the average. Higher prices are talked of here and there, as a result of Vancouver mills advancing.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 07

CANNED GOODS.—In order to give the necessary fillip to a rather dull market last week, one or two jobbers at Montreal and here put out a bargain in tomatoes, corn and peas, with good results. Prices made were distinctly below levels, and buying has been eager and sustained. Retailers, if they have not bought their canned vegetables, should do so. This is a buying market. Not only will these bargain prices give way to quotations shortly, but demand and supply generally are such that an advance is forecast. While there have evidently been some price shavings in certain canned vegetables, the market so far as the canners are concerned is held firmly. Canned tomatoes are without doubt not to be found in very large quantities. It should always be remembered that price quotations in Canadian Grocer represent what the retailer pays the wholesaler and not f.o.b. factory quotations. Judging from the f.o.b. factory price of No. 3 tomatoes at the present time, the price to the retailer should be around $1.05 to $1.10 per dozen. Corn No. 2 should be about 92½c to 95c. Standard peas should be about 92½c to 95c, and early Junes around 97½c. Sweet wrinkle peas should sell to the retail trade to-day at around $1 to $1.02½.

Among the lines of vegetables that, as far as canners are concerned, are not very plentiful are carrots, No. 3; canned cauliflower, Nos. 2 and 3; canned parsnips, extra fine sifted peas, and all kinds of gallon peas. Among the fruits that are scarce from the standpoint of the packer are blueberries, black currants, preserved No. 2; preserved red currants, No. 2; preserved gooseberries, No. 2; preserved white grapes, white peaches in heavy syrup, and shredded pineapple in heavy syrup, No. 2; a number of lines of plums, preserved black raspberries, No. 2, and preserved rhubarb, No. 3.

It is interesting to note that in the United States canned tomatoes are much higher f.o.b. factory than the price in Canada to the retail trade. The "trade" of Baltimore is quoting canned tomatoes, No. 3, at $1.25 f.o.b. factory in Baltimore, and $1.40 f.o.b factory, New York State This means that our prices in Canada to-day, while firmly held, are from 27½c to 30c per dozen under Baltimore prices. Canned tomatoes in Britain are up around the $1.65 mark for No. 3's. All these facts indicate that the market is held very firmly, and this situation is sure to continue.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 90
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 60
Canned Vegetables—		
Tomatoes, 3's	1 07½	1 10
Peas, standards	0 90	0 92½
Early June peas	0 95	0 97½
Extra sifted peas	1 02½	1 05
Corn, 2's, doz.	0 92½	0 95

Fruits—	Group A
3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gals. Apples, Standard	3 00
Gals. Apples, Preserved	4 25
2's Blueberries (huckleberries), Standard	1 00
2's Blueberries (huckleberries), Preserved	1 90
Gals. Blueberries (huckleberries), Standard	6 00
2's Cherries, Red (pitted), light syrup	1 50
2's Cherries, Black, pitted, heavy syrup	1 90
2's Cherries, Black, not pitted, heavy syrup	1 55
2's Cherries, Red, pitted, heavy syrup	1 90
2's Cherries, Red, not pitted, heavy syrup	1 55
Gals. Cherries, Red, pitted	8 00
Gals. Cherries, Red, not pitted	8 00
2's Cherries, White, pitted, heavy syrup	1 90
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 50
2's Currants, Black, Preserved	1 80
Gals. Currants, Black, Standard	6 25
Gals. Currants, Black, solid pack	8 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 80
Gals. Currants, Red, Standard	6 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 50
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	....
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	....
3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	....
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pincapple, Whole, heavy syrup	2 50
2's Pineapple, Sliced, Hygeian Brand	....
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 45
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

MANITOBA MARKETS

Winnipeg, Feb. 3.—Trade from country points has been rather quiet during past week owing to fact that railways have been more or less snowed up, the weather being very severe. Orders have been coming in freely, but it has been impossible to make deliveries. Jobbers report business opening up much better than it did a year ago, and as soon as the stormy weather is over, there is going to be a great improvement.

A point worth noticing by the grocer is that certain lines of cured fish are advancing in price and getting scarce. This week kippers and bloaters have each jumped 25 cents per box, and are now quoted at $2. Haddies are also due for an advance, the latter being due to scarcity of haddock, few of which are being cured. With the supply of herrings cut off from Norway and Holland, the American trade is coming into this market, and the exceptional demand for Canadian fish is having a marked effect on prices.

SYRUPS.—Corn syrups continue to be firm owing to stiffer corn market. There is no doubt about it that both corn syrup and starch are in a strong position, and an advance would not be surprising.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case ½ doz.	2 88
20s, per case ¼ doz.	2 87
½ barrels, lb.	0 04½
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5 lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes, fancy		0 70
Barbadoes, choice		0 63
New Orleans	0 36	0 37

DRIED FRUITS.—There is still difficulty in securing some of the small-sized prunes in California, especially 70-80-90's, and there is no doubt about it that before long the retailer will have to pay higher prices for them. At present certain houses are quoting 90-100's at 7c, but this is rather low, prices running as high as 7½c. As stated last week, prices vary considerably on prunes in the Winnipeg market, the reason for this being that jobbers bought at various periods, and the prices they paid varied according to freight rates prevailing at that particular time. Peaches are particularly firm in California, there having been a heavy demand on account of low prices. Recently there have been advances in primary market, and a Winnipeg jobber states that quotations on peaches in Winnipeg to-day are 10 per cent. lower than cost. It is probable that spot stocks will be exhausted inside of two months, and by that time the grocer will be asked to pay higher figures. As regards raisins, the market is steady, but the feeling still prevails that we are going to see higher prices. There has been another advance in currants in Greece owing to high freight rates and war risks.

Dried Fruits—		
Evaporated apples, 50's		0 11
Evaporated apples, 25's		0 11¼
Pears, 25's		0 12
Apricots, choice, 25's	0 11	0 15
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes		0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11½	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes		1 25
Raisins, California—		
16 oz. fancy, seeded	0 09½	0 10⅜
16 oz. choice, seeded		0 10
12 oz. fancy, seeded		0 08½
12 oz. choice, seeded		0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
California, 50's		0 14¾
California, 25's		0 15
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes		4 10
4-cr. layers, 8-lb. boxes		1 06
Fancy selected, 14-lb. boxes		1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes		0 08¾
4-cr. layers, 50-lb. boxes		0 08½
Prunes—		
90 to 100, 25s		0 07¾
80 to 90, 25s		0 08¾
70 to 80, 25s		0 09
60 to 70, 25s		0 09½
50 to 60, 25s		0 10
40 to 50, 25s		0 11¼
Table Layer Figs—		
7-crown, 35-lb. boxes, per lb.		0 17¼
5-crown, 10-lb. boxes, per lb.		0 14¾
4-crown, 10-lb. boxes, per lb.		0 14
3-crown, 10-lb. boxes, per lb.		0 12¾
Glove boxes, per doz.		1 25
Cooiking figs, taps, about 5 lbs., lb.		0 09

DRIED VEGETABLES.—Rather large supplies of Japanese beans are arriving. Jobbers who placed orders away back are able to offer them at prices lower than those quoted in the primary market. Split peas are firm, and, like blue peas, are hard to procure.

Beans—		
Choice, white, hand-picked, per bush.	4 35	4 50
Fancy, hand-picked, bushel		4 65
California Lima Beans—		
Bag lots		0 07½
Less than bag lots		0 06½
Barley—		
Pot, per sack, 96 lbs.		3 30
Pearl, per sack, 90 lbs.		4 30
Peas—		
Split peas, sack, 98 lbs.	6 000	6 25
Sack, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—There is a much firmer tone to market, and it is rather hard to get supplies on the Coast. If these conditions continue, the trade may look for an early advance in price of cheaper rices. The primary cost of latter has advanced 15-20 per cent.—that is, the cost delivered in Winnipeg has gone up that much owing to higher freight rates. Freight rates are also blamed for further increase in tapioca and sago. The former is quoted in Winnipeg at 6⅛c. whereas jobbers are paying more to-day to be delivered inside of two or three months; it can be judged from this that we are going to see higher prices. Quotations in Winnipeg for sago are 6-6½c. but advances have not taken place in this line in the same proportion as tapioca, although sago in first hands has undergone a considerable advance.

Rice and Tapioca—		
No. 1 Japan, per lb.		0 05½
No. 2 Japan, per lb.		0 04½
Siam, per lb.		0 03⅞
Patna, per lb.		0 07¼
Carolina, per lb., extra fancy	0 08¼	0 08¾
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06	0 07

TEA.—A large package tea house in Western Canada stated this week that demand for tea during the last two weeks has been enormous, the trade apparently being of opinion that the odds are in favor of the Finance Minister imposing a stiff tax on tea. It is understood that travellers for bulk tea houses are using this argument effectively with their customers, who in turn buy as freely of package tea as they do bulk tea. All Winnipeg jobbers are enjoying a lively demand for tea at present moment, which can be attributed to no other reason than near approach of the budget. All lines seem to be holding firm.

CANNED GOODS.—Some rather low prices are being quoted by certain jobbers in Winnipeg, and are having effect of bringing in quite a bunch of orders for canned vegetables. Some of the prices being quoted are as follows:—Tomatoes, $2.25 (it is stated that tomatoes cost $2.36 to deliver Winnipeg to-day). Peas are quoted at $1.90; beans are $1.95, and corn $1.85-1.90.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Feb. 3.—Ontario cheese is higher at 21c. Creamery butter has advanced 1c. An advance of 2c or even 3c on all kinds of butter is not improbable. Siam rice is higher now at $4.50 to $4.75 per cwt. in one and ten-sack lots respectively.

Salt has again advanced about 10c a barrel. Sugar is firm. Owing to scarcity of caustic soda, lye will probably advance. Chloride of lime will be higher. There is quite a shortage of fresh vegetables in local market. Potatoes should see a sharp advance soon.

General—		
Beans, small white Japan, lb.		0 07½
Flour, No. 1 patent, 98's	3 40	3 50
Molasses, extra fancy, gal.		0 67
Rolled oats, bail		3 05
Rolled oats, 80s		2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.		0 45
Sugar, pure cane, granulated, cwt.		7 95
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.		0 21
Butter, creamery, lb.		0 36
Butter, No. 1, dairy, lb.		0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case		9 90
Lard, pure, 5s, per case		9 85
Bacon, smoked backs, per lb.		0 22
Bacon, smoked bellies, per lb.		0 23
Canned Goods—		
Tomatoes, 3s, standard, case		2 85
Corn, 2s, standard, case		2 25
Peas, 2s, standard, case		2 35
Tomatoes, gals., case		2 10
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, talls, 48x1s, cs.		10 00
Salmon, pink, talls, 48x1s, per case		4 50
Lobster, ½s, per doz.		3 00
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.		0 2¼
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.		0 04½

Grapefruit, Cal.	....	3 50
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	....	35 00
Lemons, case	4 50	4 75

SASKATCHEWAN MARKET
By Wire

Regina, Feb. 4.—Business continues brisk with collections good. Lard has taken a big jump as follows: threes $10; fives $9.95; tens $9.90; twenties $3.30. Sugar in U. S. is up and an advance is expected here by wholesalers. Tapioca and sage have both advanced to 7¾c lb. Wrapping paper is dearer at 6¼c. Molasses have gone up twenty-five cents a case and corn syrup advanced ten cents case on January 31. Onions $2.50; potatoes B. C. are 90c bushel; rice is higher at $4.25. Owing to freight condition, lemons are cleaned up but are expected in this week at $7.50.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 36
Butter, dairy, No. 1	....	0 27
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 45
Eggs, fancy, storage	....	0 35
Eggs, good, storage	....	0 30
Lard, 3's, per case	....	10 00
Lard, 5's, per case	....	9 95
Lard, 10's, per case	....	9 90
Lard, 20's, per case	....	3 30
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Flour, 98's	....	3 40
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 25
Onions, 100 lb.	....	2 50
Sugar, standard, gran., per cwt.	....	7 74
Sugar, yellow, per cwt.	....	7 34
Tapioca and sago, lb.	....	0 07¾
Walnuts, shelled, 47-49c, almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	....	1 75
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	7 50
Navels	4 00	4 50
Potatoes, bushel, B.C.	....	0 90
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS
By Wire

St. John, N.B., Feb. 3—Lard is a little higher this week, compound being 13 to 13¾c and pure 15¼ to 15½c. Molasses is a shade easier on receipt of new stock. Potatoes are firm with farmers holding for higher prices.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	26 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 54	0 56
Eggs, case, per doz.	0 32	0 34
Lard, compound, per lb.	0 13	0 13¾
Lard, pure, per lb.	0 15¼	0 15½
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	8 05
Flour, Ontario	7 10	7 35
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	....	5 50
Lemons, Cal., box	3 00	4 50
Oranges, Val., case	4 00	5 00
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	6 40	6 75
United Empire	6 60	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 36
Paris lumps	....	7 75
Lemons, Messina, box	....	....
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 47	0 50
Cream of tartar, per lo., bulk	0 45	0 53
Currants	0 12	0 13
Rice, per cwt.	4 90	5 00

BIG CUBAN SUGAR CROP, BUT—

(Continued from page 24.)

extent, but known to be vast. That of Belgium has been largely eliminated; France has suffered a loss of fully fifty per cent.; Germany and Austria, the chief producers, are holding their stocks so that they may be eliminated from outside markets unless peace should discover and unlock a surplus in those countries. France and Belgium are now heavy importers as is Greece and the Balkan States. These countries have all been drawing on America. But in view of the fact that American stocks are nearing depletion without any corresponding relief from Cuba the prospect of any further draw on American stocks is viewed with genuine concern by sugar officials here.

As a result of this ever hungry market for American stocks it is felt in some quarters that irrespective of the developments in the Cuban shipments the American market will remain firm, an event that only time will prove.

PRAISE FOR WINDOW TRIMMER

The Oshawa, Ont. "Reformer," says in its last issue: "Piper & Young's grocery won the second prize in the Canadian Grocers' Christmas Window Contest. Many grocers over the Dominion, to which this competition is open, try for years to win a prize and are unsuccessful. It has not been so with Piper & Young. This was their first year in business, consequently it was their first Christmas window. That they succeeded in coming second in a class consisting of all the towns under 10,000, competing from all over the Dominion, is certainly a very creditable accomplishment. The winner of the first prize was Ruppel & Co., and the 3rd prize went to Geo. Kerr & Co., of Lethbridge, Alta. Glenn Piper, who dressed Piper & Young's Christmas window, is to be congratulated on his achievement, as a window trimmer, as he was competing against the best in the business."

EXPORTS PROHIBITED

By an Order in Council passed at Ottawa the exportations of cod oil and other fish oils, as well as mother liquor containing potash, the product of sugar beet, are prohibited to all destinations abroad, other than the United Kingdom, British possessions and protectorates.

CANADIAN TRADE IN SOUTH AFRICA

W. J. Egan, the Canadian trade commissioner in Cape Town, South Africa, stated in a recent report that opportunities exist for the marketing of Canadian flour, wheat, fish, bacon, cheese, biscuits, butter and other products there.

That market for our wheat is a particularly easy one as the Canadian variety blends so readily with the eight South African and other imported wheats and hence has a special value.

The sale of Canadian flour has received a great impetus there as a result of the very effective demonstrations carried on by Canadian milling interests which have added greatly to its prestige in that market.

A FIVE HUNDRED MILLION TURNOVER

That the gross business involved in the year's operations of Swift and Company in the United States and Canada was more than $500,000,000, on which the profits were about 2.8 per cent., was an outstanding feature of the annual statement of the company for the year ending September 25th. The net profits for the period were $14,087,500 which is equal to 18.7 per cent. on the $75,000,000 stock. This compares with earnings of $9,450,000 in 1914 and $9,250,000 in 1913. Dividends paid amounted to $5,437,000 leaving, $8,650,000 to be added to surplus, the total of this account now being $450,850,000.

It is stated by F. L. Swift, the president, that in 1915 the stockraiser was paid more for his cattle and at the same time the price to the retailer was reduced. In 1914 the average price paid was $7.06 cwt. and the average sale price $12.13 per cwt. while in 1915 the figures were $7.10 and $12.06 respectively. This was accomplished through the fact that the company obtained more for its by-products; compared with previous years the additional profits on hides, fertilizer, soap, etc., was greater than the entire profit on the cattle.

$350,000 IN PEPPER HELD UP

Twenty-five thousand bags of Lampong black pepper were denied entrance at New York last month, because of what was claimed to be an excess of dirt and other foreign matter. Final action has been reserved, pending a further investigation. The pepper is valued at $350,000.

Why Wheat and Flour Are Advancing

World's Shortage of Available Wheat, High Freight Rates and Long Hauls Chiefly the Cause—Despite Canada's Enormous Wheat Crop in 1915, Prices Have Been on Upgrade —Tie-Up in Freights Serious—Prospects for Future

Especially prepared for Canadian Grocer

THERE is a peculiar set of circumstances governing the wheat and flour markets at present time. Canada's bumper wheat crop of last year has been estimated by experts at 376,303,600 bushels, as against the yield of 161,280,000 bushels in 1914. The big crop of last year has been valued at $312,569,400.

With such an enormous supply the natural conclusion is that the price of flour and bread should drop, and especially so when the difficulty in transportation to Europe is taken into consideration.

But the reverse is the case. Flour and bread are going higher. Manitoba first patents flour is now selling to the retailer at $7.30 on Montreal market. Millers contend that still higher prices will be asked for wheat, and if this is the case, flour will also be on the upward trend.

The Reasons Why

The question arises, why should such a condition exist in a land of plenty—why should prices soar when the crop is many times the local demand?

It is quite apparent that circumstances have arisen which enhances the values. The world's competition in wheat and flour is too great to permit "worked" fluctuations. In the first place, the millers contend that transportation in Western Canada, and also from Fort William to Toronto and Montreal, is exceptionally poor. They say that in some instances freight cars cannot be obtained to remove the flour, and in other districts it is impossible to get wheat from place to place. The result is that some mills are only working part time.

On the other hand, the railways claim there is no congestion and no shortage of cars. They say it is their business to handle freight, and the more they do the greater their earnings, and if there were a congestion or shortage of cars they would immediately remedy the situation.

Demand and Supply Again

There is, however, considerable delay in shipments, but this is not the real cause of the increased cost of flour. Demand always governs, and this is the ruling factor at the present time. The demand is only in small part local. It is also European. Russian wheat is almost entirely cut off from the outside markets. The scarcity of freight vessels and the distance make transportation of wheat from the Argentine and Australia very costly. A vessel is probably able to make two trips from New York to Liverpool in the same time that one trip could be made from the Argentine to the same European port.

It is stated authentically that Canada's surplus is not sufficient to make up for Europe's shortage. In former years Russian wheat has played a big part in the markets of the world. The Argentine wheat has also been shipped in vast quantities to London, Liverpool, and other markets. These two sources of supply are entirely cut off. In the one instance, because of the German-Austro army, and in the other case by lack of vessels. Russia has long been noted for its abundant crops of splendid wheat. The same could be said of the Argentine, and when these two markets are cut off, especially during war time, it can readily be seen that more people are dependent on Canadian and United States wheat and flour.

Added to the normal consumption is the tremendous waste necessitated by the war. This is true of all foodstuffs, but especially of bread. Each soldier is allotted so much bread and sufficient quantities are always forthcoming, with the result that it often happens that great waste is incurred by the soldiers not requiring as much as on other days and on account of obtaining food from other sources.

It is the European market that creates the biggest demand, and when Canada is looked to as one of the few outside sources from which this commodity can be secured in any appreciable quantities, the price rises accordingly.

If the circumstances prohibiting the Russian wheat from reaching outside markets should suddenly be removed the prices of Canadian wheat and flour would be likely to drop with the same suddenness; but until there is some change the demand should continue, and so long as it continues, prices are bound to remain firm if they do not rise.

These are some of the peculiar circumstances that have given rise to scarcity of flour in a land that normally would be burdened with the problem of disposing of the biggest crop in its history. This is not a repetition of some former event. It is unique, and may never occur again.

Is Flour Really High?

But is flour high in price? The retailer and consumer answer "yes," but the miller answers "no." The retailer answers in the affirmative, probably because the consumer makes him think so. The millers say "no," because in former times of war flour has sold at fabulous prices. In conversation with Canadian Grocer, one of the largest millers in the Dominion said that he would gladly have contracted at the outbreak of the war for wheat to be delivered to his order during the war at $3 per bushel. He went on to say that had he been a farmer he would not have accepted a contract like that had it been offered to him. Of course he is glad that he did not make the offer, but had he thought that it would have been accepted he would have made it. As it happened the great Canadian West has saved, or at least helped greatly to save Canada, England and France from what would have been a serious condition of affairs. A military authority a few days ago stated that Western Canada wheat is one of the finest munitions in the hands of the Allies.

Prices Higher in England

Wheat and flour is much higher on the other side of the Atlantic than in this country. There is a great deal more than mere ordinary freight charges added to it. It is a simple matter to get merchandise out from England but it is an entirely different problem to export from Canada or the United States. These two countries were importers, but the war brought about a change and now Canada and the United States are exporting countries. But this is not the only, nor chief factor in fixing the price of wheat in the markets of Europe. It is the freight problem. Canadian millers are emphatic about the congestion of freight cars in the West, but where much greater congestion exists is at the seaboard. Vessels, or bottoms, as they are spoken of by shippers, are scarce. In normal times the same amount of exporting could be carried on with comparative ease. But the vessels are not to be had in which to convey the exportations across the ocean. Out of over fifty boats registered by three companies under "A" class before the outbreak of the war, there are to-day only

(Continued on page 40.)

FRUIT AND VEGETABLES

Storms Affect Orange Shipments

Navels Are Higher in Consequence—Bad Weather in Western States Means Little Shipping—Potatoes Higher in Montreal—Florida Pines and Grape-Fruit Sell Well

MONTREAL

FRUIT.—Fruit lines are quiet, firm and steady. Conditions in California are holding up prices of California oranges to the $3.50 to $4.25 level of last week. The continued rains prevent all picking, and washouts materially delay shipments. High prices of lemons are still maintained as result of limited supplies available. Californias are being offered at from $4 to $4.50 per crate. Apples are firm with increased demand and tendency to go higher in direct sympathy with orange situation which causes buyers to seek a substitute in apples. This week's receipts of grape fruit show marked improvement in quality and a brisk demand at from $2.50 to $3.50 per box. There is no change reported in cranberries which are being drawn entirely from old stocks. There is no great demand but they remain firm as a result of limited supplies.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	5 00	6 50
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Grapes, Malaga, heavy weight, bbl.	7 00	9 00
Lemons—		
California	4 00	4 50
Verdellis	....	4 50
Messina, 300 size, box	4 00	4 50
Oranges—		
Navels	3 50	4 25
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 40
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—The week has been marked by further advances in potatoes and celery and declines in several other lines. New Brunswick potatoes have advanced ten cents and are now selling at $2.10 as direct result of the increased shipments from that province to the American market in response to demand there, Montreal potatoes have advanced 25c and are now $1.75; Green Mountains are up 20c, and are now $2.10. This market is strong with an upward tendency.

California celery has advanced 25c, and is now offered at from $7 to $7.25 per crate. Hot house tomatoes are scarce at present price of 35c per lb. Rhubarb at $1.25 per dozen, and Canadian endives at 20c. have appeared. Onions are still firm at the old prices, but indications of an advancing tendency are not as noticeable as a week ago in the reds, although Spanish onions are firm at $5.50, and further activity is looked for in this line. Parsley is firm at $1.35 as result of continued rains in Bermuda interfering with gathering of crop. With drier weather a sharp decline is certain. Cauliflower has fallen off 25c, and is now being offered at $3.50 per two dozen crate. Sales are slow. Florida lettuce is selling well at unchanged prices and has seriously affected sale of Boston on local market. Curly lettuce is in good demand at unchanged prices but is scarce. Cucumbers have declined 50c and are now $2. Beans, wax and green have dropped and are now selling at $4. This spectacular decline follows one on New York market which is our present source of supply and where a heavy increase of stocks has reacted sharply.

Artichokes, bag	....	1 50
Beets, bag	....	1 00
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	6 75	7 00
Celery, Montreal, doz.	0 60	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 00
Egg plant, N.Y., doz.	2 00	2 50
Endive Can., per lb.	....	0 20
Garlic	....	0 50
Horse radish, per lb.	....	0 15
Leeks, bunch	0 15	0 20
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	5 50
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 10
Green Mt.	....	2 10
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 25
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	0 30	0 35
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Receipts have been heavier in fruit market this week, and demand appeared to speed up in proportion. Navel oranges all firmed up, because they are hard to procure. Heavy storms in the Western States prevent shipping. There is every indication of prices being advanced beyond level now quoted —this being 25 cents up from last week. A car of King apples came on market this week, and are best quality stuff seen for a long time. Cuban grapefruit is slightly lower, on additional supplies coming. A car of Florida grapefruit was eagerly snapped up on arrival. Cranberries move slowly, though it would not pay to reduce levels much. Florida pines get good business at $5 to $5.75. Tangerines are selling by the small case, rather than by the strap. There is only a limited demand, however. Strawberries are lower; there is little call at this season. Apples show no change, either in price or market conditions. General business spruced up some this week.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 25
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 25	4 25
Cuban, case	3 00	3 50
Oranges—		
Florida, case	2 75	3 25
Navels	3 00	4 25
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Florida	5 00	5 25
Strawberries, Florida, box	0 40	0 45
Tangerines, case	2 00	2 50

VEGETABLES.—Potatoes have quit advancing here for the moment, remaining firm at quoted levels. Celery is firm, and becoming scarce. It took a jump this week, and is worth $6.75 to $7 now. Onions are all selling well. Price is 25 to 35c per 11-qt. basket. British Columbias are in demand at $2.25 a sack of 100 pounds, while others sell at $1 to $1.35 a bag. Spanish are firm, but unchanged. Head lettuce is slightly lower and only gets fair de-

(Continued on page 40)

PRODUCE AND PROVISIONS

New Laids Lower: Compound Lard Firm

Milder Weather Brings Eggs Down—Creamery Butter Declines While Dairy Holds Firm — Slightly Easier Levels for Honey in Some Cases.

MONTREAL

PROVISIONS.—General demand in provisions is fair, with prices unchanged. The trade in meats is quiet, but lard market is firm, particularly in compounds which continue to show effects of heavy inroads on oils for the manufacture of nitro-glycerine for war purposes. No great trade is passing in any line but the undertone is strong and firm as result of the strong advices from other sources and the high prices for hogs which is reacting on the other lines.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 29
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14¾
Tubs, 50 lbs. net		0 15
Tins, 50 lbs. net		0 15
Pails, wood, 20 lbs. gross		0 15¼
Pails, tin, 20 lbs. gross		0 14¾
Cases, 10 lbs., tins, 60 in case		0 15½
Cases, 3 and 5-lb. tins, 60 in case		0 16½
Bricks, 1 lb., each		0 17
Lard, Compound—		
Tierces, 375 lbs. net		0 12¼
Tubs, 50 lbs., net		0 12¾
Tins, 50 lbs., net		0 12¾
Pails, wood, 20 lbs., net		0 13
Pails, tin, 20 lbs., net		0 13
Cases, 10-lb. tins, 60 in case		0 14
Cases, 3 and 5-lb. tins, 60 in case		0 13¾
Bricks, 1 lb., each		0 14¾
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—The butter market is firm in spite of a ½c decline in finest creamery. There has been a slightly easier undertone that is not due to any accumulation or increase of receipts, but rather to quiet demand and fact that most buyers, both jobbers and retailers anticipated their requirements for a long period ahead and have consequently been out of the market. Owing to a decrease in receipts stocks are light and this has helped the tone of the market. Receipts and consequently spot stocks are decreasing especially in the case of fine to finest goods.

Butter—	
Finest creamery, September make	0 36
Finest creamery, fresh made	0 34
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

CHEESE.—This market is firm as a result of light stocks and continued heavy demand which has advanced the price one cent locally. It is firmer than it has been at any period of past year. English prices have advanced one shilling and now range from 96s. to 98s., the top water mark of season in London prices on Canadian cheese. It is feared that demand will exceed supply on this market.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

EGGS.—There has been a sharp decline of about 7c in new laids, and 3c in storage eggs with advent of the laying season. Receipts of fresh eggs are increasing from day to day, and only bad roads resulting from the recent rains prevent the further decreases that would occur as result of drier weather. Storage stocks are pretty well exhausted, although a few cars of States storage eggs have been received on this market lately at a price of 23c to importers, freight and duty paid. The export demand is off until spring partly in view of heavy receipts of fresh Irish eggs in England.

Eggs, case lots—	
New laid, stamped	0 35
Selects	0 30
No. 1's	0 27
No. 2's	0 25

POULTRY.—Fancy stock geese is one cent higher, otherwise market is unchanged. Demand is normal with light stocks that indicate higher rather than a lower change. An apparent scarcity in the West from which many inquiries are coming tends to strengthen this feeling.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 18
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Ruling prices as quoted last week, are unchanged with demand normal. Stocks are fair to good and general conditions unchanged.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

TORONTO

PROVISIONS.—Lard is firm again though not actually higher. Demand is good for most meats, owing to light stocks in hands of retailers. Prices all round remain stationary, however.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17½	0 18
Large, per lb.	0 14½	0 15
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Flat backs, lb.	0 13	0 13½
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14¼	0 14½
Pails	0 14½	0 14¾
Tins, 3 and 5 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Creamery is slightly lower this week, stocks rather better and somewhat easier; demand for moment being alike responsible. This is following out conditions of last week. Retailers have stocked up pretty well. Dairy prints are a little higher, thus tightening the range again between dairy and creamery. The market is somewhat colorless, buying and selling proceeding apace, with little feature.

Butter—		
Creamery prints, lb.	0 33	0 36
Dairy prints, choice, lb.	0 33	0 34
Dairy prints, lb.	0 29	0 31
Bakers	0 24	0 25

CHEESE.—The market shows little feature and prices are unchanged. Export demand continues unabated.

Cheese—		
Large, per lb.	0 18½	0 19
Twins, per lb.	0 18¾	0 19¼

EGGS.—Following last week's decline in new laids, the continued milder weather is responsible for another drop. New laids sold Monday and Tuesday at 35c to 38c. Should a severe cold snap come, however, they may be firmer. If the cold comes to stay, they will be higher. They were certainly more plentiful last week, and the beginning of this, though demand was not extraordinarily good. Storage situation is a little weaker and demand declining, price eased off a little to 29 and 30c. On the other hand 32c was touched in places.

Eggs—		
New laids, specials, in cartons	0 35	0 38
Extras	0 32	0 33
No. 1, storage	0 29	0 32
No. 2, storage	0 25	0 26

POULTRY.—This market shows no change, and has no feature of importance. Chickens and fowl continue in slight demand, without any effect on prices.

Poultry—	Live	Dressed
Old fowl, pound	0 13—0 15	0 13—0 15
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—Prices are about half a cent lower. Demand is only fair.

Buckwheat, tins	....	0 07½
Strained, clover, 60-lb. tins	0 11½	0 12
Strained, clover, in 10-lb. tins	0 12	0 12½
Strained clover, in 5-lb. tins	0 12	0 12½
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—The live hog market stiffened up again this week owing to small receipts, which were held back by stormy weather. When the storm subsides, there should be a heavy influx, with probably a weakening of market. In the meantime, hams are firm, and a number of our quotations are higher, light ham being 19-20c, and medium 17-18c. Backs are slightly easier. Barrelled pork is $2 per barrel higher. There is a slight advance in pure lard. Sales of butter are not so heavy. American eggs are now on market, quality only fair. Cartons are scarce. Cheese remains firm.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 28
Shoulders, per lb.	0 12½	0 14
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	3 15
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28½
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard, Pure—		
Tierces	....	0 14¼
Pails	....	2 90
Cases, 5s	....	9 03
Cases, 3s	....	9 15
Lard, Compound—		
Tierces	....	0 12¼
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20½

PRODUCE ASSOCIATION CONVENTION

As already announced in Canadian Grocer, the Canadian Produce Association will hold its fourth annual convention in Belleville, Ont., on Tuesday and Wednesday of next week—February 8 and 9. The programme includes the discussion of a large number of subjects of great interest to the entire trade. Some of the problems included in the programme are the following:—Loss off System of Buying Eggs; Quality Payment and Uniform System of Inspection; Government Legislation re Buying and Selling of Bad Eggs; The Adoption of Free Cases; Exportation of Eggs and Poultry and Requirements of the British Market and Prospects After the War; Ocean Transportation of Eggs and Poultry and What Improvements are Required; Refrigeration of Eggs and Poultry; National Standards for Butter for Trading; Conditions in the Western Provinces; National Standards for Poultry, Live and Dressed; Finishing Poultry for the Market; Government Representatives in Great Britain to Look After the Interests of the Canadian Egg and Poultry Industry, etc.

The men who will take part in these discussions include some of Canada's well known produce dealers, and the gathering will, therefore, be a notable one from the standpoint of improvement in the conditions of marketing our produce. A feature of the gathering will be a banquet Tuesday evening, when an address will be delivered by Dr. C. C. James, one of Canada's big agricultural students. The president of the association is R. J. McLean, Toronto, and the secretary, J. J. Fee, also of Toronto.

WHY WHEAT AND FLOUR ARE ADVANCING

(Continued from page 37.)

eight of them carrying general merchandise. It is said the majority of shipments are now being carried by "tramp" steamers and they are also scarce.

Vessels Making Slower Time

The vessels that are still carrying commerce are not making the same time they did before the war. Greater care is being exercised to guard against undesirable cargo, even small boxes are thoroughly scrutinized. On reaching their destination vessels are guarded and their freight unloaded with even greater care than is used before sailing. All this takes time and hinders the departure and unloading of the vessels.

Needless to say the cost of shipping is greater than in times of peace. The vessels plying between European and American ports have all and more cargo than they can carry. No matter what transportation charges are asked, it is necessary to pay, competition being almost out of the question. Of course the increase in insurance rates have helped raise shipping charges. While there is not so much talk now about the enemy submarine there is still danger lurking in the path of every vessel. All this adds to the cost of wheat on the markets across the Atlantic, with which the Canadian retailer has not to contend.

Even with the existing high prices, wheat has still to rise 30 cents per bushel and flour nearly a dollar a barrel before the high figures of a year ago are reached.

FRUIT AND VEGETABLES

(Continued from page 38)

mand. Same applies to mushrooms, though there, stocks are not heavy. Florida tomatoes get good business at $5.50 to $6. New potatoes are slightly easier.

Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 80
Celery, Cal., case	6 75	7 00
Cucumbers—		
Hothouse, doz.	2 40	2 50
Onions—		
11-qt. basket	0 25	0 35
Spanish, large case	4 90	5 00
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	2 50	2 75
Parsnips, bag	0 70	0 75
Potatoes—		
N.B. Delawares, bag	2 10	2 20
British Columbia, bag	1 85	2 00
Ontario, bag	....	1 90
New, hamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	....	0 25
Tomatoes, Florida, crate	5 50	6 00

WINNIPEG

FRUITS AND VEGETABLES—Grape fruit is quoted at $4.50 per case. Jersey cranberries now arriving in boxes at $4.50. Navel oranges are now $3.25-$4.25. Washington box apples advance to $1.50-$2.25. Washington pears are off the market. Malaga grapes advance to $12.50 per keg. Higher prices are quoted on Manitoba potatoes—85c for local loads, and 80c carloads.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, quart	....	0 65
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washington box apples	1 50	2 25
Navel oranges, case	3 25	4 25
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	12 50
VEGETABLES.—		
Cabbage, per lb.	....	0 01½
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	0 85	0 85
Manitoba potatoes, sacked, carloads	....	0 80
Garlic, per lb.	....	0 23
Squash, per lb.	....	0 64
Turnips, bushel	....	0 45
Pumpkins, per lb.	....	0 04
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	6 50
Red Globe onions, lb.	....	0 03½
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 35
Cuban tomatoes, case	....	7 50

FISH AND OYSTERS

Changeable Weather Hurts Fish Trade

Fish Men Prefer Cold Weather—Few Changes Occur in Prices—Approach of Lenten Season Will Add Strength to Situation—February 29 to be National Fish Day.

MONTREAL

FISH AND OYSTERS.—The sudden changes of weather are having a bad effect on the fish market. The frozen varieties are particularly affected, as during an expected cold season the demand for frozen fish is usually at its best. The soft weather is having a bad effect on the whole trade. The situation remains unchanged from last week as regards prices and supplies. Stocks are not over plentiful and as soon as the weather settles and demand starts up prices are expected to be stimulated. The demand for salt and pickled fish is light and no great movement is expected until the Lenten season approaches. Haddies remain at their late advance.

Western fish remain short of present needs.

Oysters in bulk and shell are quiet and unchanged. Lobsters are high and hard to get. There is also a shortage in haddock.

TORONTO

FISH AND OYSTERS.—Herrings in 100-lb. bags, are firmer, and quoted all round at $3.50, slightly in advance of last week. Better trade is coming for all smoked lines. Haddies sell anywhere from 7 to 9 cents a pound, though 9 is nearer the average price. Salmon is in good demand, Red Spring and Qualla dividing the honors. Winter caught whitefish is the best bet of all, and dealers are buying heavily. Hotel and restaurant trade is strong for this. Halibut sells ordinarily well. Live lobsters are worth around 45 cents, and tend upwards. General business is only fair, "nothing to write home about," in the slang phrase of the market. February 29, being a national fish day in Canada, will mean considerably heavier buying towards end of month.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.10	...
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.18
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	5 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes. a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	6 — 6½	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	6½— 7	9 —10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dressed or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	16 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY—The chief market changes this week are an advance of 25c per box on kippers, now quoted at $2, and the same advance and price on bloaters. Haddies are also due for an advance, the reason being the great scarcity of haddock, and few are being cured. Kippers and bloaters are high because there is an awful lot of herring going from this country to the United States, as that country has been unable to import any from Norway and Holland. The herring scarcity in the United States will create a bigger demand for Canadian fish, and there is no doubt about it, that once the American people have tasted the Canadian herring, they will continue to purchase it. There is a danger that the high prices being quoted for herring in this country as a result of this increased demand will spoil things somewhat.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 60
Oysters, per gal.	....	2 50
Oysters, 3-gal. tins	....	2 75
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	0 08	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	....	0 12
Ducklings	....	0 13
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 18
Fowl, No. 1	....	0 15
Turkeys, No. 1	....	0 24
Ducks, No. 1	....	0 18
Geese, No. 1	....	0 15

FLOUR AND CEREALS

Flour Situation Remains Firm

Wheat Market Goes in for a Little Fluctuating--Australia, India and the Argentine Reported Ready to Export—Freights Seriously Tie Up Flour Men—Demand For Feeds.

MONTREAL

FLOUR.—Prices remain unchanged in spring wheat lines, although there have been some fluctuations during the week, and wheat has been weaker. Demand is fair and strong to a certain extent but less so than previous week. The condition of the country roads is retarding hauling and shipments, otherwise transportation difficulties are no worse. Some slight improvement has occurred in past week in railroad situation, but not of any permanent nature.

Winter wheat advanced during the week and then broke on Saturday. Flour is firm, but has not advanced. Buying continues from hand to mouth and weather retards shipments. Weakened condition of the river ice prevents haulage from the south into this city. Closing down of some mills because of their inability to get wheat moved to them from the West has served to stiffen the general flour market.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	....	7 30
Second patents	....	6 80
Strong bakers	....	6 60
	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	6 05	6 30
90 per cent., in wood	5 80	6 00
90 per cent., in bags	2 90	3 00

CEREALS.—Demand continues fair with car shortage still predominant feature in situation. Market is not as strong as last week either as regards both foreign and domestic buying although some bullish tendencies are reported in some quarters. Corn market is strong.

Cornmeal—	Per 98-lb. sack.	
Gold dust	2 35	2 50
Unbolted	2 00	2 15
Rolled Oats—	90's in jute.	
Small lots	2 70	2 90
25 bags or more	...	2 65
Packages, case	3 90	4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.	
Rolled Wheat—	100-lb. bbls.	
Small lots	....	4 00
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 65
Rye flour, bag	2 65	2 80
Barley, pot	....	3 00
Barley, pearl, lb.	....	0 04½

FEEDS.—Feeds are stronger in general and middlings in particular show an added activity. The railway congestion continues to be of paramount importance.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 58
Feed wheat, bag	1 50

TORONTO

FLOUR.—There is little change, so far as prices are concerned, in flour. A slight casement early in week rendered flour proportionately slightly easier but a decline is not anticipated at this time. Weakness in wheat during past week partially recovered. No. 1 Northern, on the 25th January, was $1.30 in store at Fort William. On Feb. 1st it was $1.24. Next day it advanced three cents. The easiness may be result of Australia beginning to ship wheat in earnest, despite the distance from Europe.

This bearish factor may possibly affect flour levels sooner or later despite a firmness instituted by hurtful freight conditions. Australia has an exportable surplus of 100,000,000 bushels, while India and the Argentine are both well placed in the same regard. All of which on the surface, would seem to point to North America's meeting stronger competition. Already, the Argentine has booked heavy freight room: India, too, is scheduled to begin shipping in February and March, so reports from Britain have it.

Nevertheless, foreign—and more especially—British demand for flour, both winter and spring, continues heavy. In spite of this, actual export being done is only moderate. How could it be otherwise with this freight congestion?

British stocks of wheat are only half of what they were a year ago. But, as has been shown, there are more available imports now.

Freight conditions are tying up flour men. They could sell more if they could deliver it. Freights on flour to Britain have advanced no less than 25 cents per hundredweight in fourteen days.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	7 40	7 20
Second patents	6 90	5 70
Strong bakers	6 70	6 50
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	5 10	4 90

CEREALS.—Several lines are easier but one or two remain quite firm. Cornmeal is one: America's corn took another step up this week, and advanced a full cent. Barleys are all firm. Malting advanced a full cent on heavy buying combined with light supplies.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—Advancing tendency in Ontario oats has ceased for the moment, although price is well enough supported. Bran and shorts continue in good demand, particularly for export. Britain is finding there is money, in food animals and there is a strong call for feed and feed grains. Feed flour remains steady.

Mill Feeds—		Mixed cars per ton
Bran	....	24 00
Shorts	25 00	26 00
Special middlings	....	29 00
Feed flour, per bag	....	1 75
Oats—		
No. 3, Ontario, outside points	0 44	0 45

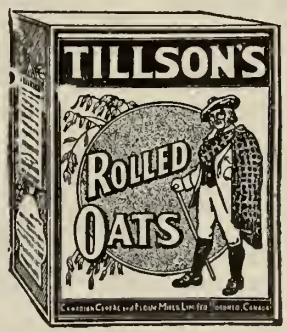
WINNIPEG

FLOUR AND CEREALS—An advance of 20c per bbl. occurred on flour last week, first patents now being $7.00. This has resulted in a good demand, which always is the case on a rising market. May wheat was a little easier last week-end. The demand for feeds has been better, especially for bran and shorts. Rolled oats are quoted $2.40-$2.45, and are slightly easier. The oat market is strong. The reason for easier rolled oats is keener competition between the millers.

Flour—		
Best patents	....	7 00
Bakers	....	6 90
Clears	....	5 80
XXXX.	....	4 70
Cereals—		
Rolled oats, 80 lbs.	2 40	2 45
Oatmeal, standard and gran., 98 lbs.	....	2 70
Cornmeal	....	2 55
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00

Tillson's Oats and Rainbow Flour

Canadian Products of the Super-Quality Type



The high grade quality that distinguishes Tillson's Rolled Oats and Rainbow Flour has been produced by carefully selecting and scientifically manufacturing the best grade Canadian grown wheat.

When you sell Tillson's Products you not only guarantee yourself bigger sales and a steadily growing business, but you also show practical patriotism by supporting Canadian industry.

Our window displays, which we send you free, will be a material help in pushing the sales of these business builders. **Let us send you full particulars.**

Stock Tillson's Rolled Oats, Tillson's Scotch Fine Cut Oatmeal, Tillson's Scotch Health Bran, Rainbow Flour (for bread), Lily and Gold Seal Flour (for pastry.)

Our Motto—Quality—then Price.

Canadian Cereal and Flour Mills Company, Ltd.
TORONTO, ONTARIO

Consider

the vast selling difference there is between goods of established popularity, and others of less reliable quality. Stocking the quality lines is the only certain way of increasing that customer-confidence which makes for bigger business and greater profits.

L'Etoile

(Star)

and

Hirondelle

(Swallow)

macaroni are two Canadian-made quality products which cannot be excelled for quick selling, business-building popularity. The sweet, delicious wholesomeness which characterizes them is obtained by using only the very best grade of Canadian-grown wheats, and by correct and careful manufacture in a thoroughly modern plant.

Dealers are enthusiastic over the splendid results that L'Etoile and Hirondelle macaroni produce.

A trial will be convincing proof for you of their unbeatable, money-making popularity.

Ask your wholesaler.

C. H. Catelli, Limited

MONTREAL

AGENTS:
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

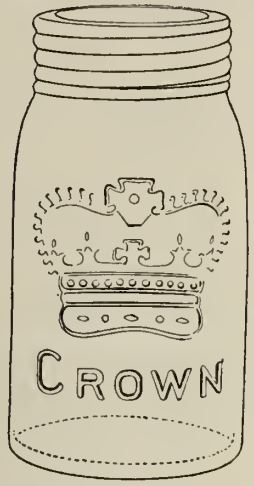
Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

BUILD UP YOUR FRUIT JAR BUSINESS

AROUND THE BEST

IMPROVED CROWN



Made in Canada

PERFECT SEAL

With Canadian Money

IMPROVED GEM

Your Jobber Carries Them. Manufactured by

DOMINION GLASS COMPANY, LIMITED

MONTREAL TORONTO HAMILTON WALLACEBURG REDCLIFF

A Household Necessity

Nowadays a good housekeeper would as soon be without a broom as be without a bottle of

O-Cedar Polish

(Made in Canada)

She needs it all the time to keep her furniture and woodwork clean and bright. With spring housecleaning drawing near, she will need a lot of it and will be asking you for it. Are you ready to supply her?

Order from your Jobber

CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue TORONTO

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

WAGSTAFFE'S

CELEBRATED

Orange Marmalade

Made from the Finest Seville Oranges and best Granulated Cane Sugar.

We are their representatives in Western Canada.

W. H. ESCOTT CO.

LIMITED

Wholesale Brokers and Manufacturers' Agents

Commission Merchants

Winnipeg, Regina, Saskatoon, Calgary, Edmonton

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case.	

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $5; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

HAMS and BACON

Both are in good demand and both remain at last week's prices. We do not see that they are going to be any lower for some weeks.

Order now what you want and order the "Star Brand."

We can quote you Fresh and Storage eggs at less money this week.

F. W. Fearman Co.
Limited
HAMILTON

Fresh, Ripe Florida Tomatoes

First Car of Season Quality Very Fine

Car Florida Celery Due Monday.
Car California Celery Due Monday.
Two Cars Navel Oranges and two Cars Florida Oranges and Grape Fruit.

Fish and Oysters in every variety.

White & Co., Limited
Wholesale Fruits and Fish
TORONTO

THEY ARE GOOD OLD STAND-BYS

Baker's Cocoa and Chocolate

Registered Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

—

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

A Comparison

will prove the superior quality and packing of

"St. Nicholas"

Examine and compare with other brands.

J. J. McCabe
Agent
TORONTO

Fresh Arrivals This Week

Car Extra Fancy California Navels

Sunkist

GOLDEN ORANGE brand

All Sizes

Car Extra Fancy Messina Lemons

Buster Brown brand

300 Size

Car Extra Fancy Florida Grape Fruit

All Sizes

HUGH WALKER & SON

GUELPH, ONTARIO

Mr. Merchant!

Do you need the money?

Our profit-sharing system will draw cash business and new customers. It is an inducement for the public to pay cash for merchandise purchased from you.

1500 Merchants in Canada endorse our Profit-Sharing System.

We will positively give you cash on every cent's worth of merchandise you hand across your counter and only charge you 2%.

Please send me particulars of your Profit-Sharing System.

Cut out this coupon at once and mail it to us.

Name .....

Address .....

Province .....

THE MONTREAL CROCKERY CO.
LIMITED
333 St. Paul St.
MONTREAL, Que.

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed 3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 40

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

MAGOR SONS & CO.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Telfer's Soda Bisuits

are the wonder of the Canadian grocerytrade, and our competitors, too, who say: **"We can't Touch Telfer's on Sodas"**

But it's no wonder, for our years of practical experience find expression in this Telfer specialty.

Make us prove our claims by sending for a case of Telfer's Sodas. **We stand back of every sale.**

Telfer Bros., Limited

Sterling Road
TORONTO

Buyers' Guide

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

WANTED

TRAVELLER COVERING WHOLESALE grocery trade from Port Arthur to Vancouver, can take on a few first-class lines. Would be glad to hear from any manufacturer who wants live representation in Western Canada. Have covered this field for eight years and have first-class connection. Write box 129, Canadian Grocer, Toronto. Jan. 28-Feb. 4

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 126, Canadian Grocer.

TEA EXPERT, OVER TWENTY YEARS' experience, requires position as traveler or buyer. Eleven years with present firm. Box 125, Canadian Grocer.

GROCERY MANAGER, 36 YEARS OF AGE, with 20 years' wholesale and retail experience (10 years in West) desires change as buyer or manager in wholesale house or large retail business, large department store experience. At present engaged. Progressive and energetic. Apply Box 128, Canadian Grocer.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about $12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover $50,000.00. Price right. Apply Box 127, Canadian Grocer.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering

ORDER FROM

Frederick E. Robson & Co.,
24 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg Man.

CRESCENT MFG. CO.
SEATTLE. WASH.

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

Coupon Books

Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.

Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; Insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or

ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

Mention this Paper when writing the advertiser.

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

Straight Talks from the Manager

In the past twelve months the net paid circulation of Canadian Grocer has increased by over six hundred copies.

There are six hundred live retailers and their clerks more reading Canadian Grocer this week than there were the first week in February, 1915. An increase of 10% in a war year is worth investigating. What is the reason?

Simply that in the present disturbed market conditions, no live retailer can afford to be without a reliable weekly guide forecast and record of the foodstuffs market. He can get that in Canadian Grocer, and there only.

Last week's issue not only reflected the market truly and faithfully, but the advertising pages offered some particularly tempting prices on canned goods. Were you one of those to profit by these offers?

Study this week's advertising pages as well as the market reports and sales suggestions. It is a habit to cultivate. It spells money to your credit balance.

THE MANAGER.

SPICES

What *you* want is an article that is absolutely Guaranteed to comply with the Government Pure Food Act, that has real value and which sells under the most satisfying conditions, both for your customers and you.
Spices packed under our well-known and estimated "Victoria" label are the finest you can handle.
Because only a perfect ground spice of smooth, even grain is put under a Victoria Label.
That we guarantee absolutely and ask you to investigate, at our expense.
Simply request a ¼-lb. Sifting Top Tin of any one of the following, and it will be mailed to you immediately.

Allspices	Nutmegs
Cloves	Paprika
Cinnamon	Pastry
Ginger	Pickling Ground
Cream of Tartar	Celery Salt

Celery Pepper.

Pepper: Black Cayenne, White.

LAPORTE, MARTIN, LIMITÉE
WHOLESALE GROCERS
584 St. Paul St. West **Montreal**

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker, Walter, & Co., Ltd.... 49
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co...Inside Front Cover
Bickle & Greening 56
Borden Milk Co. 3
Bradstreets 14

C

California Associated Raisin Co. 10
Canada Foods, Ltd..... 56
Canadian Cereal & Flour Mills Co. 43
Canadian Salt Co. 8
Canadian Shredded Wheat Co., Limited 8
Cane, Wm., & Sons Co., Ltd. 10
Cassels, Dr. 6
Catelli, C. H., Limited 44
Channell Chemical Co., Ltd.. 45
Chase & Sanborn .....
Inside Front Cover
Church & Dwight 8
Clark, Ltd., W. 7
Concord Canning Co. 12
Connors Bros. 4
Crescent Mfg. Co. 52

D

Da Costa & Co. 4
Dominion Canners 5
Dominion Glass Co. 45

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 46
Eureka Refrigerator Co..... 15

F

Fearman, F. W., & Co. 49
Freeman Co., W. A. 48
Financial Post 53
Furnivall-New 11

G

Guelph Soap Co. 48

H

Hamilton Cotton Co. 15
Hargreaves (Canada), Ltd... 9
Hillock & Co., John 4
Hygienic Products Co..... 9

I

Imperial Extract Co. 16
Imperial Tobacco Co. .....
Front Cover

L

Lambe & Co., W. G. A..... 14
Laporte, Martin, Limitee ... 55
Leacock & Co. 9
Lemon Bros. 49
Lightcap, O. F. 14

M

Mackenzie & Morris 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Malcolm's Condensing Co....
Inside Back Cover
Mathieu, J. L., & Co. 11
McCabe, J. J. 49
McVitie & Price, Ltd. 12
Millman, W. H., Sons 14
Montreal Crockery Co. 50

N

National Licorice Co. 8
Nickel Plate Stove Polish Co. 15

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd. ... 14

R

Red Rose Tea Co. 55
Rennie Co., Wm. 16
Rock City Tobacco Co. .....
Inside back cover
Root Canadian House 52

S

Shidznoka Ken Tea Guild .. 13
Smith & Son, E. D...Back Cover
Star Egg Carrier & Tray Mfg. Co. 14
Stevens, Hepner Co., Ltd..... 11
St. Lawrence Sugar Refining 11
Symington, Thos., & Co..... 12

T

Telfer Bros. 51
Tippet & Co., A. P. 2
Thum Co., W. O..... 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Wagstaffes, Limited 6
Walker, Hugh, & Son 50
Watson & Truesdale 14
Webb, Harry 14
Wethey, J. H., Ltd. 45
White & Co. 49
Woodruff & Edwards 10
Woods & Co., Walter 46

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

QUALITY AND STRENGTH

IN

Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders
Jelly Powders
Egg Powders
Baking Powder
Pudding Powders

Icings
Ice Cream Powders
Oriental Sauces
Fruit Sauces
Unfermented Wines and Cordials
Mince Meat
Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

By Special royal permission.

The Quality that Counts

King Oscar sardines contain but one quality — the kind that brings the customer back again and again. Deliciously sweet and appetizingly wholesome — this popular sea food has won its way into the affections of the most hard-to-please housewife.

For better winter selling you cannot do better than get in a good supply of King Oscar. You will find that they never become dead stock. Don't put it off. Get in touch with your wholesaler to-day.

J. W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON ∴ ONTARIO

Here they are—*the all-Canadian Leaders*

Canadian skill and enterprise, backed by Canadian capital, have produced the now famous Malcolm Condensing Co.'s milk products.

Being pure and high-grade in every respect, these lines are setting the pace for all competitors, while their appetizing wholesomeness has won the unstinted approval of the Canadian housewife.

Note our prices and replenish your stock with some of these **All-Canadian Milk** products:

St. George Brand Coffee, 2 doz. in case	**$4.80**
St. George Evaporated Milk, 4 doz. in case	**3.60**
Banner Condensed Milk, 4 doz. in case	**5.50**
Princess Condensed Milk, 4 doz. in case	**4.50**
Premier Skimmed, 4 doz. in case	**4.00**

The Malcolm Condensing Co., Limited, St. George, Ont.

No. 34

"Stats with Old Bats"

(Canada's 105-year-old Pioneer)

"So they have soldiers' tobacco boxes on the cashiers' desks of the restaurants now, that goes to show that the people have sympathy for the man in the trenches who uses tobacco.

"I'll bet that a grocery store behind the lines selling **KING GEORGE'S NAVY** would do a rushing business.

"If I was a grocer I would have an attractive tobacco department to pull the trade of the man who wasn't afraid to spend a few cents a week on his own comfort.

"You'll usually find him at the head of a good spending family."

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Where Quality Is Appreciated

Made in E D S *Canada*

When the hungry boy or girl comes in for the 'tween-meal lunch

there's nothing that tickles the tiny palates like a good, thick slice of home-made bread and good butter with a liberal coating of

E.D.S. Orange Marmalade

Even the tiny tot appreciates the delicious, wholesome flavor of this quality Marmalade, which is made from the finest Seville oranges imported direct from Spain, and the best granulated sugar, nothing else.

E. D. S. Marmalade is made under the most sanitary conditions and by expert preservers.

Encourage the good housewife to buy E. D. S. Orange Marmalade by the five-pound pail.

Stock up now to take care of the late winter business when home preserves are becoming short.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Featuring Handling and Selling Fish: Fish Day, February 29.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, FEBRUARY 11th, 1916 No. 6

Welch's

"The National Drink"

Make plans *now* for your most profitable grape juice season by placing your order for Welch's for Spring delivery.

Each year the hostess finds new uses for Welch's. In Lemonade, Punches, Highballs, Frappes, Ice Creams, etc., it is ever a social treat and solves the problem of "What to Serve."

Recommend Welch's to your particular customers and they will thank you.

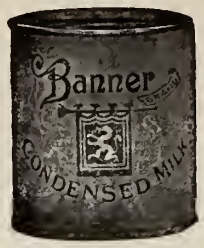
Welch profits are safe and sure—every bottle guaranteed—every bottle bought means a satisfied sale.

Sold by leading jobbers

The Welch Co., Limited

St. Catharines, ∴ Ontario

All Our Products Are Canadian-Made—*and every one is a leader*



In featuring our lines you are not only offering your customers the very best obtainable but you are also encouraging Canadian enterprise and Canadian labor.

We set out to produce here in Canada a line of milk products whose quality would not only equal but excel anything manufactured inside or outside the Dominion. That we have succeeded is evidenced by the splendid quick selling popularity of our goods wherever displayed.

Here are our prices:—

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.50
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	4.00

Order a supply to-day

Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

No. 35

Chats with Old Boys

(Canada's 105-year-old Pioneer)

The Fire on the "Hill"

"So the handsome old Parliament Buildings are gone. Well do I remember when they were built on the hill overlooking the Ottawa River.

"In the old days of Canada the Government seat was just as crude as the country. The representatives of the people were raw countrymen, and like the people enjoyed their rough fare —even while sitting in Parliament. A plug of Tobacco — not KING GEORGE NAVY—but a much inferior grade, was in a secret pocket, and a sly chew was indulged in occasionally."

KING GEORGE NAVY IS THE BEST CHEW OF EVERY CLASS.

Order your supply now.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No; Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.

The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."
"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

Atlantic Sugar Refineries Limited Montreal

Advertising costs money

It pays to advertise, but there are more ways than one to do it.

Instead of spending our money advertising Minto Tea to the consumer and forcing the retailer to handle tea which possibly nets him a very small margin of profit, we are enclosing the actual amount of money in each package (½ and 1 lb.) that it would cost us to advertise it in other ways. You can readily see the talking point you have, and especially when you actually know that the quality of Minto Tea has not been sacrificed, and besides this, your profit is excellent. Minto Tea costs you 33c, and retails at 40c.

Send for a trial shipment to-day.

Minto Bros.

New Address: 284 Church St. TORONTO

GIPSY
Stove Gloss
sells well and pays well

Order from your wholesaler.

HARGREAVES (CANADA,) LIMITED
33, Front Street E. TORONTO

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.

How About

SPECIAL PRICES
for LENT on
Salted Lake Herring
in Kegs or Pails

SALT MACKEREL and FRESH LAKE HERRING

IF IT SWIMS. TRY US.

Ask for Price List

J. BOWMAN & CO.
WHOLESALE FISH
26 Duncan Street TORONTO, ONT.

BORDEN MILK Co. LIMITED
EAGLE BRAND
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

What Our Reputation Means to You

You know, of course, that a quality reputation behind a line of goods is always a splendid factor in producing quick sales and a bigger turnover.

The reputation built up by

Borden's Milk Products

means much to the dealer stocking the Borden Lines, because this reputation has been established long ago on a bedrock foundation of purity and high-grade value.

This winning quality characterizes every Borden product—the Borden signature is a guarantee of mutual satisfaction to dealer and customer.

We maintain this winning quality by exercising the greatest vigilance in selecting and processing only the very highest grade of pure milk. Anything that would tend to lower the Borden standard of excellence is scrupulously avoided.

Look over your stock of Borden's to-day and get up an effective display in your window. Bring them before your customer's notice. **First sales will be easy, and bigger ones will follow.**

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office—No. 2 Arcade Bldg., Vancouver, B.C.

Brunswick Brand Sea Foods

give you a two-fold profit

—the profit on the sales direct and the bigger profit that increased customer confidence will create in other lines.

The appetizing goodness of

Brunswick Brand Sea Foods

makes a winning appeal to lovers of palatable wholesome sea foods, hence initial sales are only the beginning of a steady repeat business for the Brunswick Brand dealer.

Ideal location, perfect equipment, and experienced workmen are the three big reasons for Brunswick Brand superiority. The scrupulous care we exercise in selecting, preparing and boxing the pick of the catch guarantees perfect purity and satisfaction in all our sea foods.

Get a supply of Brunswick Brand today, and see what selling effects a window or counter display will produce.

Connors Bros., Limited

Black's Harbor, N.B.

MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

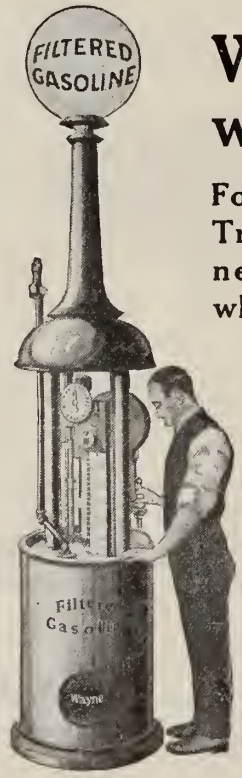
For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.

12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co.
MONTREAL



The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.

WOODSTOCK ONTARIO

We Know That Grocers Prefer to Sell the Best

Here Are Some Facts for You Mr. Grocer—

"Canada First" Evaporated Milk set a standard years ago.

The Dept. of Inland Revenue, at Ottawa, tested all brands in 1910. "Canada First" stood first then.

For proof of this see Bulletin No. 208.

Best for Coffee, Salads, etc.

Best for Baby, Cake, Candies

Further—

In 1915, "Canada First"—Bulletin No. 305, again tells the story.

For years "Canada First" has set the highest standard for Quality and Food Value.

It's the best by every test—It's Canadian Made by Canadians.

Push its use—knowing that you are selling the very best, and explain to your customers why you recommend it. It will interest them.

Aylmer Condensed Milk Co., Limited
AYLMER - ONTARIO

WAGSTAFFE'S

Celebrated

Seville Orange Marmalade and Jelly Shred Marmalade

SEASON 1916

Now ready for delivery.
No advance in Price.
Support Canadian Industries.

WAGSTAFFE, LIMITED

Hamilton, Canada

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

In our Classified Columns on page 52, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

THERE IS NO DOUBT

about the

QUALITY

of

CLARK'S

PORK and BEANS

They are the best

and there is

no doubt about

the

NATIONALITY
of the Manufacturers

They are Canadian and British. Stand by your own.

W. CLARK, LIMITED **MONTREAL**

Clark's

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

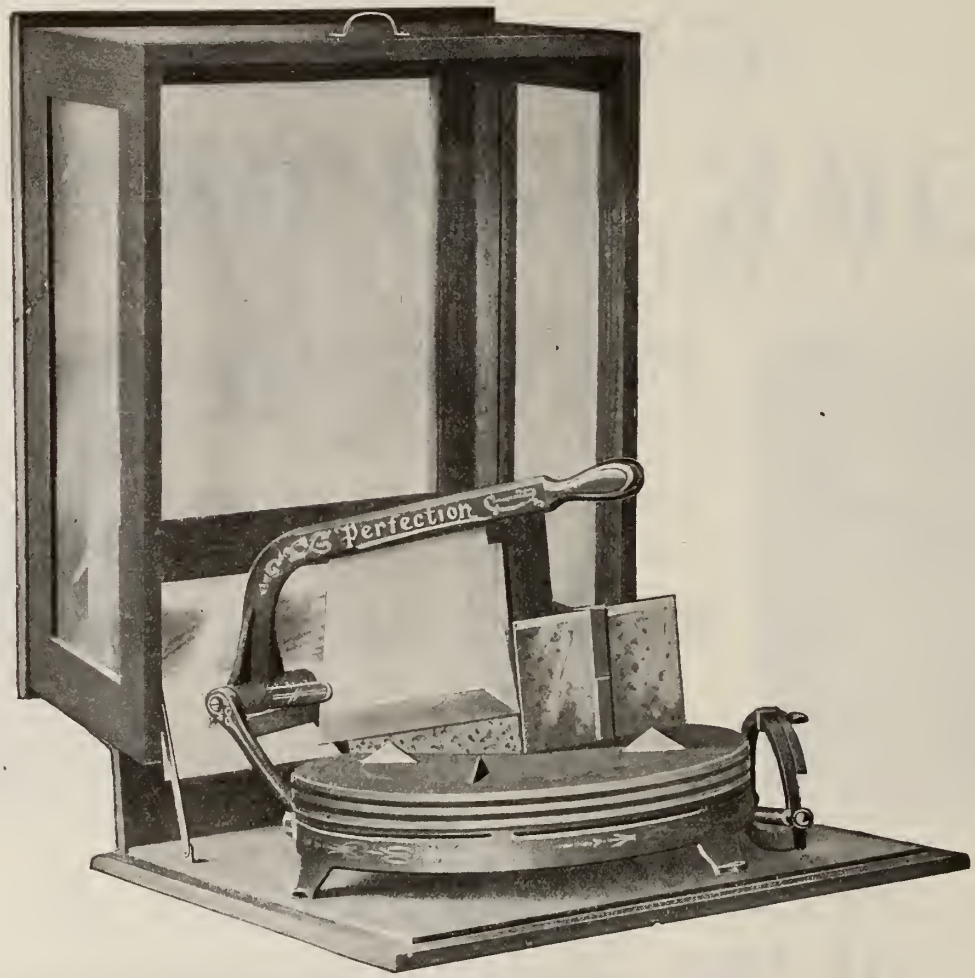
IT IS A CHEESE CUTTER WORTH HAVING.

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.



A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

IF BUSINESS is BAD or GOOD, you need A PROFIT-SAVER.

BUY IT NOW.

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

Have you tried Leacock's yet?

Leacock's Molasses

Extra Fancy
and
Extra Choice

The Canadian housewife is quick to appreciate quality and LEACOCK'S offers her a quality that is absolutely unbeatable.

Leacock & Co.
Exporters of highest graae Molasses
BARBADOS, B.W.I.

A stock of Leacock's will pull results which spell a bigger and better business.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—Goods Made in Canada—from Canadian Materials—by Canadian Employes.

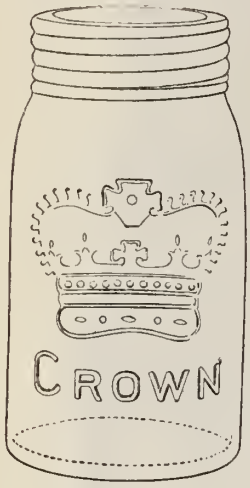
H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

BUILD UP YOUR FRUIT JAR BUSINESS

AROUND THE BEST

IMPROVED CROWN



Made in Canada

PERFECT SEAL

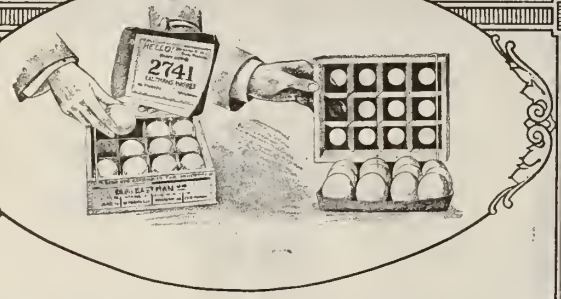
With Canadian Money

IMPROVED GEM

Your Jobber Carries Them. Manufactured by

DOMINION GLASS COMPANY, LIMITED

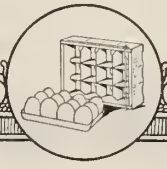
MONTREAL TORONTO HAMILTON WALLACEBURG REDCLIFF



Star Egg Carriers are enabling 63% of your fellow Grocers to put up, grade and candle their eggs in less time than you can simply fill a paper bag or carton. And, best of all it's increasing the profits of their Egg Department hundreds of dollars each year.

Star Egg Carriers will do the same for you. Our booklet S-174 tells how. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY



JAY STREET ROCHESTER NEW YORK

Pretty Clear Evidence

The numbers sold every year, and the steadily increasing demand for

Eureka Refrigerators

is pretty convincing proof that our Thirty Years' experience has made the Eureka the most satisfactory cooling system on the market.

We have embodied in this refrigerator all the most practical and scientific principles of construction, air circulation, etc., that our long and exclusive refrigerator manufacturing experience has given us. The materials used in the construction of the Eureka guarantee contents against spoliation while its superior display facilities create quick easy sales.

A post card will bring you full particulars of the popular refrigerator. We would also like to mail you list of satisfied Eureka users. Write to-day.

REPRESENTATIVES: — James Rutledge, 2608 Waverley St., Montreal, P.Q., James Lonergan, Charlottetown, P.E.I., W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Eureka Refrigerator Company

31 Brock Avenue LIMITED TORONTO

JAPAN TEA

A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

Are you reaping benefit from the Japan Tea advertising which is appearing in Canada's leading papers of national circulation?

Your patrons will welcome the delicious, wholesome flavor of this natural green leaf tea. ORDER FROM YOUR WHOLESALER.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

TEA

With high freight and insurance rates and a shortage of tonnage, the situation is getting stronger every day, and it is impossible to predict how high Ceylon or Indian Teas may go. As Ceylon and Indian Teas advance China Congous will undoubtedly strengthen in price.

Japans are selling freely, and the best values are being rapidly picked up, and as it will be six or seven months before new goods arrive, the selection of these teas, we fear, will be very poor three or four months hence.

Therefore, our advice to buyers is to buy desirable spot goods now and anticipate your requirements for some time ahead.

Communicate with us, we are Tea Experts and handle tea exclusively, and will be pleased to send you samples and quotations for any tea you desire.

John Duncan & Co.

Established 1866 MONTREAL

The Finest Cane Syrup Made

Crystal Diamond Syrup

Literature
Art
Language
Traditions
TRADE

CANADA
BRITISH ISLES
AUSTRALIA
SOUTH AFRICA

Links OF EMPIRE

Canada—Britain—Australia—South Africa—we are all links in one Imperial chain. On the battle-fields and in the markets of the world, our strength is in unity and mutual support.

Canadians who buy British-made goods here at home are helping Canada as well as Britain, just as Canadians at the Front are fighting for Canada as well as the Old Country.

And there are no British-made goods which stand higher in reputation, both among Canadians at home and among Canadians in the trenches than Pascall's Candies and Chocolates. They stand for that quality, purity and integrity of manufacture which is one of the great assets of the Imperial Business Partnership. Ask your storekeeper for James Pascall's Candies and Chocolates—and do not be put off with any substitute.

Representatives for Canada

W. H. ESCOTT CO., LTD., 181-183 Bannatyne Avenue, Winnipeg.
MR. H. A. LOUND, Vancouver Hotel, Vancouver, B.C.
MESSRS. ANGEVINE & McLAUCHLIN, P.O. Box 72, St. John, N.B.; also P.O. Box 820, Truro, N.S.
MR. C. H. COLE, 33 Front St. East, Toronto, Ontario.

Pascall's

LONDON ENGLAND

CRAKERJACK
TRADE MARK

Patented

Display Racks Tops and Fixtures

Money makers for you. Write for full catalog or for any fixture that you may want.

Evan L. Reed Mfg. Co.
604 A Street
STERLING, ILLINOIS
Canadian Agents Wanted

A "Crakerjac" Pickle Salesman

Sanitary Steel Slide Jar Rack

New 1916 Model just out with numerous improvements. Racks that pay for themselves in a few months. They add to your bank account as well as to the reputation of your store.

Complete with Nine Jars, $25.00. Six Jars $20.00

Best Made Stay Either Open or Shut. 25 and 50 lb. Dried Fruit.

Box Display Tops & Pail Covers
75c. Each

Barrel Tops, any size. **$1. each**

Comply with the Pure Food Laws

and keep goods off the floor and sidewalk.

"Crakerjac" Basket Tripods

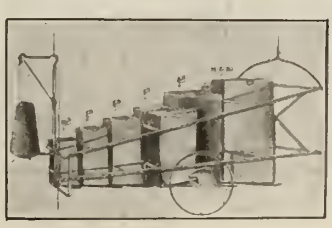
Best Made. $1.75 per Doz.

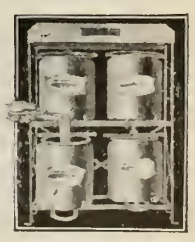
The Best Bag and Twine Holder
Can be Used in Any Position

"Crakerjac" Sack Rack with Takeup Twine Holder.

Holds more, easiest to fill, easiest to take out, twelve compartments.

$2.75 Each





No. 264

SALT FISH RACK

White Porcelain Jars with Fish in Natural Colors.

Rack in White Enamel.

Will treble sales of brine goods. State what kind of fish labels you want on jars.

Price
$17.00 Complete

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all bnsiness. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

A Traveller's Letter that will Interest You

Geo. H. Campbell, Esq.,
c/o T. H. Estabrooks Co.

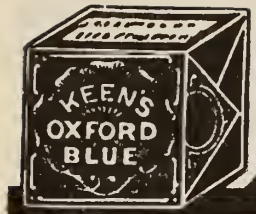
Dear Mr. Campbell:—At the beginning of the war a good many grocers on my trip began a campaign against the sale of package goods and in favor of bulk. It will interest you to know that it is about all over now.

Mr. ——, on my north trip, had a large and well-established business that had begun to ebb, set his employees at doing up tea, rolled oats, etc., in paper bags. In my regular calls I began to notice that they were paying more attention to wrapping up goods than to their customers. A little later two of the clerks were let out. Another day I called I actually found the remainder of the staff, under the management of the grocer, tying up soda biscuits in paper bags. It was noticeable that Blank & Blank, and Mr. Blank, younger grocers in that locality, that were not so prejudiced against package goods, began to increase their business. I also noticed that Mr. ——'s sales of Red Rose Tea were decreasing while his neighbors' sales were increasing, so I concluded it was up to me to say something to him about it. We had a good plain talk about the business and the result of dictating to customers. He was very much put out for a while, but I notice that his clerks are filling orders again, and not tying up so many packages—and, best of all, he is selling more Red Rose Tea.

Yours truly,

A great many similar instances have come to our notice through travellers' letters and travellers' meeings. Is the risk worth while? Why not avoid the risk and recommend

RED ROSE TEA



Keen's Oxford BLUE

—the blue of blues

—THE BLUE of the Century, THE BLUE of the present, always the same high standard of quality upon which its enviable reputation has been built. Keep Keen's Oxford Blue before your customers.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL — 30 Church Street, TORONTO

Next February 29th is

A FISH DAY

PUT THE FISH ON THE MAP

Everybody will talk and eat fish on Fish Day. What does it mean to the trade?

Suppose that every citizen of the Dominion consumes one-quarter pound fish on the Fish Day. That is a distribution of 2,000,000 lbs. assured.

Think of it and get ready for the occasion.

Send in your orders to the old and reliable headquarters—

D. HATTON COMPANY

Montreal

Established 1874.

CANADIAN GROCER

VOL. XXX TORONTO, FEBRUARY 11, 1916 No. 6

Fish Day, a Retailer's Day

February 29, the Odd Day of the Leap Year, is Going to Mean Much for the Dealer Who Goes After Fish Trade—Comes Prior to Lenten Season—Deserves Best Consideration Of Entire Trade

By J. A. Paulhus, Canadian Fisheries Association

THIS is a Leap Year. One more day is added to the calendar, one more working day means a lot in economic value. It means more wealth for distribution, more savings for the thrifty, more knowledge for the student, more ideas for the intellectual, more value all around added to the year. It is our duty to make the most of this extra day.

Even the fish are looking forward to it.

In our particular sphere of action, could not something be done to enhance and promote the interests of our industry? It strikes me that this particular day of this leap year, February 29th, should be a fitting occasion to inaugurate a day, which would be known in the years to come, as the Fish Day of the Dominion. It is said "Every dog has his day," and why should not the fish have it's day? To that effect I propose most earnestly that after this year our association, at its general meeting, should decide the date of an annual Fish Day. I believe, however, that it should take place during the month of February. Firstly, because in the abstract February in the calendar year is under the sign of the fishes—this appeals to the imagination.

Secondly, it is during this month that as a rule the Lenten season commences, and we all know the concrete influence of this season on the fish trade.

Thirdly, at this particular period of the year, stocks of all kinds of fish have accumulated in great variety and it affords a greater choice from which to select. It is also the period of cold weather when fish can be conveniently and more safely carried and distributed.

An Occasion for Action

The Fish Day that we wish to inaugurate should not be merely an occasion to make speeches, to read papers, or to comment on the operations of the Naval Service Department, and revise the statistics. It should be a day of action, and the slogan: "Eat Fish, more Fish, and plenty of it," should be more in evidence than ever.

It should be a festival of good cheer, bon viveur, after the style of the old mythological feasts, so that a fat salmon buried in crisp Boston lettuce adorned with thin slices of juicy lemon, cucumber and other tasty seasonings would become as significant to us, of good things, as Bacchus crowned with vine leaves was to the ancients. Or our Fish Day might be a repetition of those fairs of more modern epochs. The part of the trade in this festival would be to make a great demonstration by the fishermen, an exposition of the riches of our prolific waters, decorated with bunting, mottoes, inscriptions; even illuminating signs should be displayed at every market and business place.

There should be everywhere an atmosphere of bustle and activity, so that hesitation to participate for the good influence in this festival would be impossible. In the public demonstration new adherents to the cause would join by myriads. But to make the Fish Day a success and to implant the idea securely in the hearts and minds of our people, it is necessary to give it a wide publicity. From the Arctic Sea to the Great Lakes, from the Atlantic to the Pacific, the press of our country should proclaim the advantages and the merits of fish as a food. Every member of our association should do his share of advertising in this connection. It is also the duty of each one of the executive not to spare efforts, but to co-operate fully with the press and give all attention to the movement.

I say also that our Provincial and Federal Governments, our Transportation and Public Utilities Commission, should throw all their influences to bear upon a subject which is interesting and concerns every citizen of Canada. After all, the Fish Day will be a stimulant and a means to develop one of this country's best assets. It is also a patriotic effort in every sense of the word.

Deserving of Our Best Efforts

For many reasons our fish industry should receive more encouragement, as it is a better asset for our country than any of our other industries. All that is necessary is to exploit the fish—nature constantly replenishes the losses without any cost or effort to the exploiter.

In the case of our mines, after the ore is taken out, nothing of any value is left. It takes one hundred years to replace the growth of a forest that has been cut, and if farming could be done without tilling the soil, planting the seed and fertilizing, it would then be on the same footing as our fisheries.

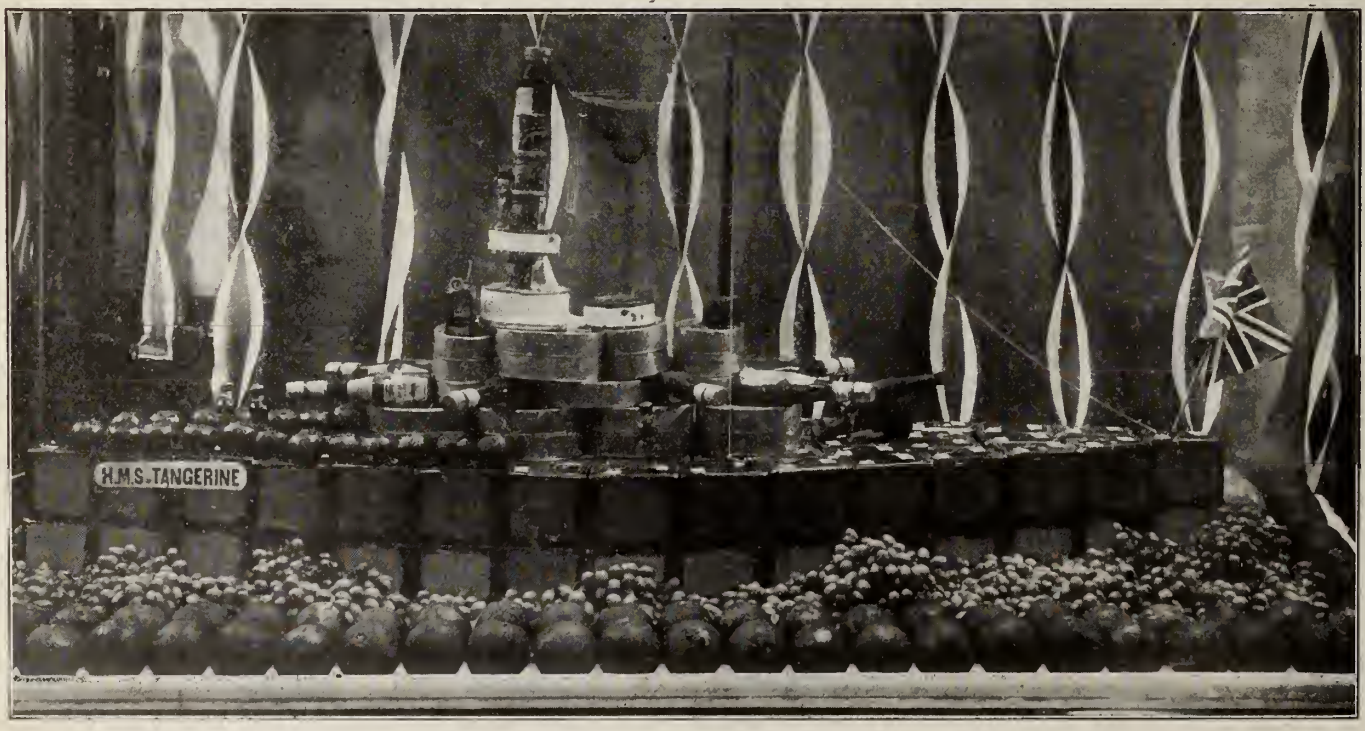
And as regards food products, crops will fail, disease will spread and annihilate cattle, but no famine is possible with our fisheries, and the more we develop them the more valuable they will become. So a Fish Day every year is imperative. We must at all costs get the public interested in the development of our fisheries.

Let everyone be ready, then, for February 29, the first Fish Day to be celebrated in this country.

FISH DISPLAY SUGGESTIONS

THIS MAMMOTH TURTLE
Was Caught by JOHN J HILL near LUNENBURG, N.S.
while Seining for Mackerel. WEIGHT, Approximately
1500 Lbs. AGE OVER 1000 YEARS. LENGTH Overall 9' 5"
PLACE YOUR ORDER for A PIECE OF
THE LARGEST TURTLE EVER SEEN

This illustration shows how an eastern retailer interested his customers in fish. Naturally a display like this would attract considerable attention.



There are many good suggestions here for a canned fish window, including salmon, sardines, kippered herring, cod, clams, lobsters, etc.

Picking Money Out of Fish

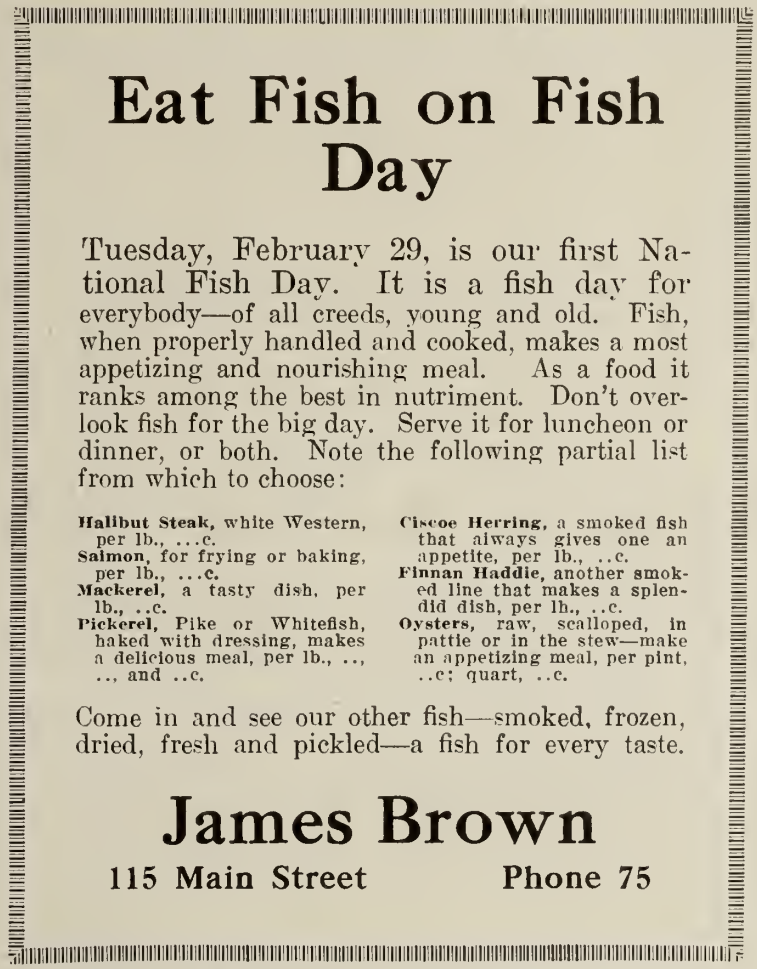
Methods of Two Montreal Dealers—One Caters to Trade in Workingman's District While Other to High Class Trade—Each Has His Own Distinctive Plans But Both Are Making Money—Sell Fish For Fish Day

Especially written for Canadian Grocer

A MONTREAL dealer has had great success in the use of placards showing the relative value of fish and various other foodstuffs. Sometimes he chooses one particular element in which the fish surpasses, driving home his points using that day's superior feature as a hammer.

Thus—"This fish is only 2 per cent. poorer in nitrogen than a roast of beef," and is 10c a lb. cheaper. Can you beat it?"

Also—"This haddock is richer in nitrogen than mutton and costs less." "Halibut is richer than any meat in nitrogen, including pork, one of the richest of meats. Compare their prices." His windows were full of these cards, each one of which brought out the nitrogenous qualities of fish. The whole display was grouped around a central placard, which read: "The highest medical authorities unite in declaring that fish has no equal as human food. It surpasses other foods in the quantity of that nitrogenous matter which is the tissue builder and the strength supplier of the human body. In addition, fish is the source of that material that growing children require to attain a healthy and normal development of mind and body, and of that energy that adults require to prosecute their work successfully."


Eat Fish on Fish Day
Tuesday, February 29, is our first National Fish Day. It is a fish day for everybody—of all creeds, young and old. Fish, when properly handled and cooked, makes a most appetizing and nourishing meal. As a food it ranks among the best in nutriment. Don't overlook fish for the big day. Serve it for luncheon or dinner, or both. Note the following partial list from which to choose:
Halibut Steak, white Western, per lb., ...c.
Salmon, for frying or baking, per lb., ...c.
Mackerel, a tasty dish, per lb., ..c.
Pickerel, Pike or Whitefish, baked with dressing, makes a delicious meal, per lb., .., .., and ..c.
Ciscoe Herring, a smoked fish that always gives one an appetite, per lb., ..c.
Finnan Haddie, another smoked line that makes a splendid dish, per lb., ..c.
Oysters, raw, scalloped, in pattie or in the stew—make an appetizing meal, per pint, ..c; quart, ..c.
Come in and see our other fish—smoked, frozen, dried, fresh and pickled—a fish for every taste.
James Brown
115 Main Street
Phone 75

A newspaper ad.—suggestion for retailers' use in connection with Fish Day. Any line above mentioned not being in stock could be eliminated and others substituted.

Patriotic Fish Display

On another day he showed a Patriotic window and devoted himself to that theme. The central show card read: "Made in Canada." The lesser ones read: "In the temperate zone fish attain a greater proportion of body-building constituents than in any other. A northern climate always produces the most nutritious foods. Canada is in the North Temperate Zone." "It was the needs of the fishing industry that created the British Navy—Buy fish and help beat the Germans!"

This man is partly in a Jewish neighborhood, so he makes it a point of learning in advance when their feast days occur, and what variety of fish they are partial to. Then he pushes the sale of that fish when that date falls due. He makes a specialty of catering to those who keep a meatless Friday, and finds that the same arguments appeal to both Catholic and Protestant, as his appeal is made on strictly non-sectarian lines.

His trade is largely made up of working people, to whom one hundred cents are one dollar. In consequence, his heaviest lines are in the cheaper grades and in smoked and pickled fish, etc. His talking points must be based on sound principles of economy and thrift. These points he brings out in a variety of ways.

Sold Tinned Fish for the Trenches

Probably the greatest extravagance of ideas that he allows himself is illustrated by his soldiers' day, when he ignored thrift in his argument to preach "good cheer," and advised his customers of the value of smoked and tinned fish to the soldiers in the trenches. In spite of the knowledge of the postage that would have to be used to send these presents away—many of the presents were registered.

His "Housewife Days" probably bring in more direct results than any other. He points out all the superlative talking points of fish. "A pound of fish is a pound of food, not bone and gristle; " For 25c you can have the fish equivalent to a 50c meat dinner." He makes dinner suggestions on cards, pushes the distribution of governmental and fish dealers' pamphlets that instruct the housewife how best to prepare fish, and is continually offering well advertised lines, as another man might sugar. His fish prices are given daily in the papers with his grocery lines, and his prices fluctuate with the market. Of course, he makes leaders of the lines that are well down in price at the time. He says that the education of the housewife in his district to the lines that are low in price each week offers the best medium he knows of with which to increase his sales. He dissects the fish, metaphorically speaking, and dwells each day on some one superior point. It is broad advertising, and, although some of it has no immediate effect, eventually 90 per cent. of it matures into sales; for when a shopper can be shown there is a real saving in any article, that article is as good as sold.

As a usual thing a woman is versed only in the quick lunch delights of canned salmon, lobsters and shrimps, or

perhaps finnan haddie, smoked, or kippered herring. There her knowledge ceases. If she takes a chance and buys fresh fish, her imagination and her knowledge rarely carry her beyond fried or boiled salmon, cod, haddock or halibut. It is at that point the dealer steps in with his superior knowledge. For he has made a serious study of fish cooking. The store interior is hung with fresh-looking cards that bear simple fish recipes, short and easily remembered. He himself is prepared to answer all kinds of questions—to advise, assist and instruct in the keeping of fish, the preparation and, later, cooking of it.

Modern Handling Methods

The store is a model of cleanliness and freshness, the fish rarely handled, and always kept at a uniform temperature and away from other articles of food. There are at least twenty-four different methods of cooking a codfish, fifteen for halibut, twelve for mackerel, and as many more for the score of varieties that are commonly handled and as uncommonly known. These things this dealer points out to his customers, and incidentally presses on them the Naval Department's book, "Fish and How to Cook It."

Fish in Higher Class Store

In direct contrast to these methods are those of another dealer, who caters to what is probably the best trade in the city. His store, needless to say, is attractive. He has two storage plants. His fish are always well cared for, and are only exposed in the window for a few hours in the morning and set back in the cold room before they can soften. His best selling lines are fresh fish and shell fish, and his greatest care is promptness in delivery and the freshness of his goods. He plans on getting to his customer's table to-morrow the fish that are in the water to-day. Although he is a regular consistent advertiser in the daily papers and uses his window to good advantage, he maintains that his best advertising medium is undoubtedly his service. Prices are not always considered by his class of trade, but service always is. His customers insist on the best, fresh-looking, nice tasting, promptness in the fulfilling of their wants. These things require great exactitude on his part in the arranging of his buying, and later keeping the fish so as to eliminate spoiling and wasting, and a close supervision of the packing of all orders that go out. His methods would probably ruin the other man's business and vice versa.

There is one very convincing point on which all the dealers lay especial emphasis, and that is the consumer who is once a user of fish is always a user of fish. Once the opening wedge of an appreciation and a demand is created it grows of its own volition and by its own merits. The greatest booster of a fish diet is the fish eater.

Shell fish and lots of it for Fish Day—February 29.

Campaign To Boost Fish

Canadian Fisheries Association Elect New Officers and Discuss Coming Fish Day—Hon. Mr. Hazen, Minister of Canada's Fish Department Tells of Move to Send Our Sea Food to the Trenches—D. J. Byrne Re-elected President.

MONTREAL, Feb. 7—(Special).—The Canadian Fisheries Association held its first annual convention in the Windsor Hotel, under the presidency of D. J. Byrne, last week.

Morning and afternoon sessions were held, and the various committees turned in their reports of their activities. D. J. Byrne, of Montreal, was re-elected president; S. Y. Wilson, of Halifax, first vice-president; W. H. Barker, of Vancouver, second vice-president; and F. William Wallace, of Montreal, secretary-treasurer.

The new executive committee will be composed of A. Handfield Whitman, Halifax; H. B. Short, Digby; W. P. Scott, Queensport; Walter Leonard, St. John; R. O'Leary, Richebucto; W. S. Loggie, M.P., Chatham, N.B.; Hon. J. McLean, Souris; Charles Longworthy, Charlottetown; J. A. Paulhus, Montreal; A. H. Brittain, Montreal; W. R. Spooner, Montreal; F. T. James, Toronto; J. Bowman, Port Arthur; M. Lapointe, Ottawa; J. W. Simpson, Selkirk; W. Douglas, Winnipeg; Major H. A. Green, Saskatoon; W. Reid, Regina; A. L. Hager, Vancouver; Peter Wallace, Vancouver; H. S. Clements, M.P., Prince Rupert.

There were eighty guests present at the banquet that night, and speeches that emphasized the need of making fish an every-day article of food were made by the Hon. J. D. Hazen, Minister of the Naval Service; E. E. Prince, Dominion Commission of Fisheries; A. Sheriff, Deputy Minister of Fisheries for Ontario; W. A. Found, superintendent of fisheries; J. A. Paulhus, chairman of the Publicity Committee, and A. H. Brittain, chairman of the Transportation Committee.

An Idea That Caught On

The first toast following that of "The King" was that of "Our Fisheries," proposed by Mr. Paulhus, who reminded the Minister of the need of attracting national attention to a neglected industry. Mr. Paulhus asked that the people be educated by the Government in the food value of fish, and prophesied an increased consumption of it as a direct result of the war. He described a plan which he had fathered, and which he now submitted to the association for its consideration: to wit, to name an official Fish Day for the country, and to present the idea of it among the dealers and the people at large by all legitimate means.

The speaker sat down amidst applause that evidenced the success of his idea. It was formally decided by the association that February 29 should be the Fish Day this year, and that suitable advertising preparations should be made at once by a committee of Mr. Paulhus' choosing, and of which he was to head.

Canadian Fish for the Front

Replying to the toast of "Our Fisheries," Hon. Mr. Hazen brought out many interesting points in connection with the possible development of the industry. Possibly the chief point lay in the announcement that plans were under way to introduce Canadian fish into the army abroad, and thus establish an opening wedge for an export trade. Mr. Hazen said in part:

"The Militia Department of Canada has made arrangements under which there will be shipped thousands of pounds of fish every week now from the port of St. John, N.B., and in the summer months from the St. Lawrence river ports, for the purpose of feeding our troops who are at the front, and who are at the camps in England. Is there a man interested in fisheries who does not believe that once our fish are introduced in the British Isles or Europe, the move will lead to the permanency of the industry, because of the superiority of the fish in the waters that wash the eastern and western shores of Canada?

"On account of the careless and inefficient way in which our fish are handled, particularly herring," said the Minister, "and the cheap and leaky barrels in which they are usually marketed, they are rightly regarded with suspicion by the dealers, and bring a low price.

(Continued on page 36.)

Advertises for Home-Baking Trade

Stratford, Ont., Dealer Uses the Newspaper Intelligently—Winter Months All Appropriate for This Business—Merchants Who Plan Ahead by the Year—One Retailer Who Advertises Year Round.

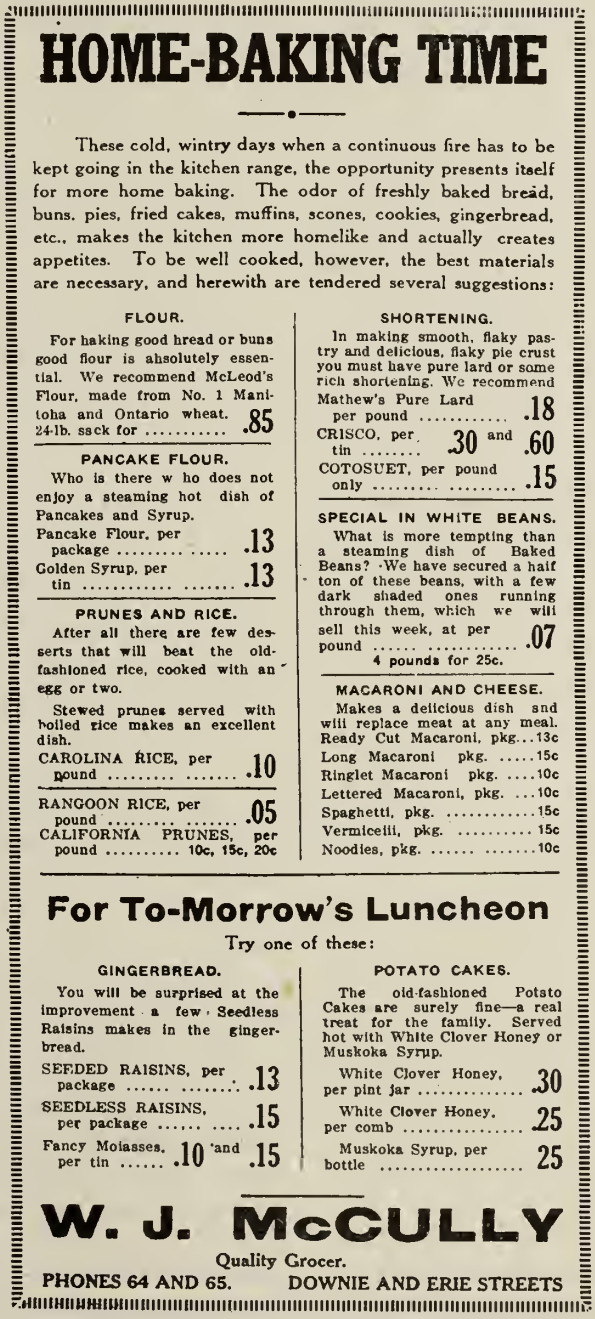
A FEW weeks ago W. J. McCully, a Stratford, Ont., grocer, got after business in Home Baking lines. A part of his campaign was an appropriate advertisement in the local paper. This advertisement is reproduced here in small space, and presents a splendid idea for seasonable business.

Winter time is the time when fires must be kept on all the time. The housewife, economically inclined, takes advantage of this fact, and does more home-baking than during the summer season. She says to herself: "I might just as well bake my own bread this winter and my own pastry instead of having the baker call or buying from the confectionery store." So she sets to work to produce as far as possible as much of the food for the household as she can, which formerly was purchased from stores other than grocery stores.

It will be noticed that Mr. McCully has advertised flour for bread baking, pancake flour, syrup, prunes and rice, shortening of various kinds, beans, macaroni and cheese; also there are a number of suggestions for luncheon, including ginger bread with raisins, and, of course, in the manufacture of this molasses is required, and potato cakes, with which are associated honey and maple syrup.

As the average woman is susceptible to suggestions, this idea of a campaign on home-making materials should produce results in every store. It is an easy thing to suggest to a customer that now, since the fire has to be kept on all the time, she might just as well do some baking of her own. In the advertisement shown by Mr. McCully actual suggestions are made for home baking and baking for luncheon, such as pancakes and syrup, rice with prunes, macaroni and cheese, ginger bread with raisins, etc. This is the sort of suggestion that gets attention. During the winter months every grocer should draw his customers' attention several times to the home-baking goods.

There are some retailers who have a plan of a year's campaign drawn up in advance. For instance, there are times when the dealer should get after certain seasonable trade; if he misses that opportunity it is gone forever. So these merchants provide themselves with a list of goods which should sell during a certain month, such as Home-Baking materials. Other special seasons should be utilized to sell special goods. These include seasons for cold weather lines, marmalade and marmalade oranges, etc.; house-cleaning lines, maple syrup, canned fruits and vegetables, Easter goods, picnic supplies, various fruits, Thanksgiving goods, etc., etc. By planning in advance, the dealer has a splendid opportunity to take full advantage of all these and other seasons. He will see to it that no chance of extra business is allowed to slip by. His window displays and newspaper advertisements will be timely and appropriate, and his energy will not be expended without results.



HOME-BAKING TIME

These cold, wintry days when a continuous fire has to be kept going in the kitchen range, the opportunity presents itself for more home baking. The odor of freshly baked bread, buns, pies, fried cakes, muffins, scones, cookies, gingerbread, etc., makes the kitchen more homelike and actually creates appetites. To be well cooked, however, the best materials are necessary, and herewith are tendered several suggestions:

FLOUR.

For baking good bread or buns good flour is absolutely essential. We recommend McLeod's Flour, made from No. 1 Manitoba and Ontario wheat. 24-lb. sack for ..... .85

PANCAKE FLOUR.

Who is there w ho does not enjoy a steaming hot dish of Pancakes and Syrup.

Pancake Flour, per package ..... .13

Golden Syrup, per tin ..... .13

PRUNES AND RICE.

After all there are few deserts that will beat the old-fashioned rice, cooked with an egg or two.

Stewed prunes served with boiled rice makes an excellent dish.

CAROLINA RICE, per pound ..... .10

RANGOON RICE, per pound ..... .05

CALIFORNIA PRUNES, per pound 10c, 15c, 20c

SHORTENING.

In making smooth, flaky pastry and delicious, flaky pie crust you must have pure lard or some rich shortening. We recommend

Mathew's Pure Lard per pound ..... .18

CRISCO, per tin ..... .30 and .60

COTOSUET, per pound only ..... .15

SPECIAL IN WHITE BEANS.

What is more tempting than a steaming dish of Baked Beans? We have secured a half ton of these beans, with a few dark shaded ones running through them, which we will sell this week, at per pound ..... .07

4 pounds for 25c.

MACARONI AND CHEESE.

Makes a delicious dish snd will replace meat at any meal. Ready Cut Macaroni, pkg...13c

Long Macaroni pkg. 15c

Ringlet Macaroni pkg. 10c

Lettered Macaroni, pkg. ...10c

Spaghetti, pkg. 15c

Vermicelli, pkg. 15c

Noodles, pkg. 10c

For To-Morrow's Luncheon

Try one of these:

GINGERBREAD.

You will be surprised at the improvement a few Seedless Raisins makes in the gingerbread.

SEEDED RAISINS, per package ..... .13

SEEDLESS RAISINS, per package ..... .15

Fancy Molasses, per tin ..... .10 and .15

POTATO CAKES.

The old-fashioned Potato Cakes are surely fine—a real treat for the family. Served hot with White Clover Honey or Muskoka Syrup.

White Clover Honey, per pint jar ..... .30

White Clover Honey, per comb ..... .25

Muskoka Syrup, per bottle 25

W. J. McCULLY

Quality Grocer.

PHONES 64 AND 65. DOWNIE AND ERIE STREETS

Newspaper advertisement of a Stratford, Ont., dealer on Home-Baking goods.

* * *

A YEAR ROUND ADVERTISER

ADVERTISING the year round gets results. So claims Porter S. White, a Peterborough, Ont., grocer, whose copy may be seen in any issue of the local papers that one might chance to pick up. Mr. White is a firm believer in advertising—that is persistent advertising. He believes in it, because he gets results—because it is a paying investment.

In a recent issue of "The Examiner," of Peterborough, there appeared the following in reference to Mr. White's advertising:

"If there is any time when business is likely to be dull in a retail grocery store, it is round about the second week of January, when the wintry weather and the slippery highways keep shoppers at home.

"It was with pleasure, therefore, that an exception to this rule was found in the store of Porter S. White, George Street, which commands a steady trade all year round. The clerks seemed to be as busy as ever, and customers were steadily coming in with orders to be filled for the next day, Saturday. Some one spoke up and said something about there being no need of having dull times in a store if the storekeeper was on to his job, kept a clean stock of foodstuffs, bought as closely as possible, and did a reasonable amount of honest advertising.

"'Yes, yes, we know. Advertising seems to be as necessary as keeping stock right these days.

(Continued on page 36.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *General Manager.*

Publisbers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. **TORONTO, FEBRUARY 11, 1916** **No. 6**

SELL FISH FEBRUARY 29

FEBRUARY 29 has been set apart as a national Fish Day in Canada, for the first time. The Canadian Fisheries Association is working energetically to create a wider interest in fish among the consuming public and therefore to make fish a more valuable article from the standpoint of the retail grocer. The success or otherwise of Fish Day this year will therefore mean a great deal to the retailer, not only now, but in the future. If every effort is bent in making this day a success, it will mean increased sales of fish and therefore greater turnover and more profit for the grocer. It is up to the dealer, therefore, to go after fish trade for February 29th, with all possible enthusiasm. Muster up the salesmen some of these days, explain to them the nature of Fish Day and get their co-operation in making it a gala day in the history of the store.

Every grocer appreciates the fact that fish is a most important article of food. Just now there is a great variety from which to draw. The retailer has everything at hand to take advantage of the publicity on Fish Day and the interest that will be aroused all over Canada on the value of fish.

In this issue, Fish Day is fully explained and there are many suggestions on the handling and selling of fish that will be found valuable for every reader. Remember February 29 is the date. Be ready for a big day in fish. Display fish, advertise fish and eat fish yourself and help make this the biggest fish day in Canadian history.

JAM AND PRESERVED FRUIT TIME

NOW is the time to go after jam and preserved fruit trade. The supplies "put down" last year by the Canadian housewife must in a great many cases be pretty well exhausted so that therefore it is assured there is a certain amount of business to be got.

A suggestion over the counter or over the phone will lead to more or less definite information as to supplies in a customer's cellar. If they are exhausted, an order is likely. If not the customer will likely say so and if she is at all communicative she will give some idea of the quantity on hand. That knowledge can be used to advantage.

Preserved fruits and jams, too, should be prominently displayed in the window and on the counter or display table. Use a show card or two calling attention to the display and when an order is given suggest these goods. They are sure to be required by many and the stronger this business is gone after, the better the results.

BIG REDUCTION IN BAD EGGS

ONE of the chief problems discussed at the Fourth Annual Convention of the Canadian Produce Association in Belleville this week was the Loss-Off system in buying and selling eggs. From all accounts this system has been working splendidly. Four or five years ago the loss caused by allowing eggs to deteriorate in quality reached the huge amount of 17 per cent. of our production. It was this knowledge that led the Canadian Produce Association on its inauguration to institute a campaign for the elimination of the bad egg. They called their method the Loss-Off System, or in other words they decided to purchase eggs on a straight quality basis. When an egg dealer sent in a case of eggs before this system was put into force he got so much per dozen for his eggs. Now, however, he gets paid for the good eggs only and he is necessarily more careful.

Commission merchants and wholesale produce men in the larger centres claim that the percentage of bad eggs has been reduced wonderfully in the past four years. It is stated in fact that five or six per cent. would cover the entire loss. This is a reduction of 11 or 12 per cent. and means a wonderful saving. This saving, however, does not represent the entire country, but it shows the possibilities if eggs were bought and sold throughout the Dominion on a quality basis. A further impetus was given the campaign at the Convention in Belleville. During the coming year we should see the loss of bad eggs still further reduced.

One of the men chiefly instrumental in establishing the Loss-off System was Lt.-Col. John A. Gunn, of Montreal, who is to-day at the front fighting for the maintenance of the Empire.

ST. VALENTINE'S DAY

ST. VALENTINE'S DAY, February 14, is near at hand. Three classes of retailers get the chief benefit from this—the bookseller, the confectioner and the grocer who carries a confectionery stock.

Next Monday is St. Valentine's Day. Between now and then there will be good business in high class confectionery. Every grocer should present a display at once. A display card is essential and we would suggest one with an inscription along these lines: "Dainty St. Valentine's Confectionery." This would attract the attention of the young men—the prospective buyers in this case.

NEW BUDGET RUMORS

IT IS not anticipated, says the Ottawa correspondent of The Financial Post, that there will be any changes in the tariff this year—if there are any they will be of a minor character. The present war taxes, including the extra war postage, taxes on stamps, financial papers, railway tickets, etc., will all be maintained. The taxes on banks and loan and trust companies will also be kept in force. Some of the banks at their annual meetings have protested against the heavy taxation, but it is not believed it will be of much avail.

As to new taxation it is doubted whether there will be many drastic changes. There has been an agitation for a taxation of the profits of concerns making munitions and equipment. The matter is being given serious consideration by Sir Thomas White. There are difficulties in the way. The minister has given no intimation as to his intentions, but it would not be surprising if there was legislation of some character, although not as far-reaching as that in effect in Great Britain.

The likelihood is that the budget will be brought down by Hon. W. T. White towards the end of February. The bill to extend Parliament will take at least a week's discussion. The federal prohibition resolution will probably follow and it will likely be the end of the month or the first week in March before Mr. White will be able to make his annual budget statement.

Sir Thomas a year ago predicted, with his new taxes and increased duties that the revenue for the year would total $150,000,000, and did not calculate upon the basis of so enormous a western crop and resultant prosperity. Judging by the recent growth in the revenue figures the total will be $180,000,000.

The Dominion financial statement for the ten months of the fiscal year issued this week shows an increase in revenue of thirty million dollars. There are still two fat months to come. In addition there has been a decrease in expenditure outside of militia, of some eighteen million dollars.

OVERCOMING BANKRUPT SALE EVIL

THERE is a movement on foot in Western Canada to overcome the Bankrupt Stock evil. It is estimated there is considerably more than one million dollars' worth of bankrupt stocks reverting into the hands of the Canadian Credit Men's Association each year from failures among stores in the West. The disposition of these stocks is a serious problem occupying the minds of the retail merchants and credit men, and the plan is now under way to establish a clearing house in Winnipeg to which these stocks can be brought, made up into lots, and sold to retailers on the trades sales principle.

The Canadian Credit Men's Association discussed the question recently and passed a resolution asking the board of the association to take the matter up and, if possible, give the method a trial. The Winnipeg Retail Merchants' Association has already expressed itself whole-heartedly in favor of trades sales with regard to bankrupt stocks, and have promised to cooperate with the credit men in any action they may take favoring such a method.

It is felt by wholesalers and retailers that the Credit Men's Association provides the best machinery for handling these trades sales, and that the inauguration of them will result in better dividends being paid to creditors than would otherwise be the case.

EDITORIAL NOTES

FEBRUARY 29—Canada's first big Fish Day.

* * *

REMEMBER THE oyster on February 29. He will not speak for himself so give him a little boost.

* * *

GET READY in advance to sell more fish on Fish Day; and then display fish, advertise fish, talk fish and SELL fish.

Loss-off Egg Basis Endorsed

Lengthy Discussion on Its Operation at Fourth Annual Conference of Canadian Produce Association—System Saving Many Eggs, But it is Not Yet in Use by All—Problems of the Country-town Egg Buyers.

Special Staff Correspondence

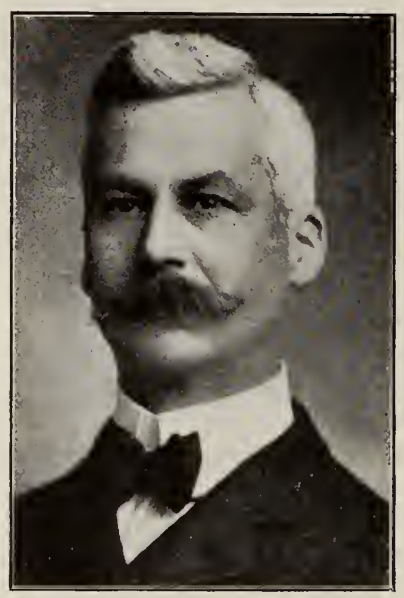
BELLEVILLE, Ont., Feb. 8.—After a thorough discussion of how the Loss-off system of handling eggs was operating in various parts of the country, the Canadian Produce Association, in convention here to-day and to-morrow, passed a resolution confirming its adherence to the principle. The resolution was to the effect that the wholesale and produce dealers would agree to buy solely on that basis in future, and would see that their representatives did the same. A standing vote was taken and practically every wholesale produce member confirmed it.

When the meeting was called to order for the afternoon session on Tuesday, the president, R. J. McLean, manager of the produce department of The Bowes Co., Toronto, called upon the Mayor of Belleville, who gave the delegates a hearty welcome. Mr. Elliot, a prominent Belleville banker and Board of Trade member, also welcomed the city's guests. The City Hall, where the meeting was held, was full.

President McLean then addressed the convention. After reviewing briefly the history of the association, he dealt specifically with the egg problem, which was the dominant one during the two days' convention.

"A few years ago," he said, "the produce dealers of Canada were buying all the eggs that the merchants offered them at one price; in fact, they were making no distinction between bad and good, or stale and fresh. Consequently conditions were such that the dealer did not know where his profit was going to come from; there was no basis from which he could figure.

"About four years ago an agitation was started for the organizing of the produce trade. Jas. T. Madden was foremost in this agitation for better conditions in the trade, and a meeting was called in the Board of Trade, Toronto. This was very well attended and progress was made, committees were appointed and the association was organized, and the policy of buying eggs on the loss-off basis was adopted. Mr. Madden was elected the first president of the Canadian Produce Association, and has given a good deal of earnest thought and work to it. At the end of the first year he saw fit to retire and Col. John A. Gunn was elected. During the year war broke out, and Col. Gunn



JAS. T. MADDEN,
The first President of the Canadian Produce Association.

gave up his position, ease and comfort, and the greatest sacrifice of all—the breaking up of a home, to go to the front and help fight the battles of the Empire. To-day he is somewhere in France. Automatically when Col. Gunn resigned, J. L. Bowes, being vice-president, stepped into his place and carried on the work of the association until the convention in Guelph last year, when he stepped aside from it, and the nominating committee saw fit to place the honor on me, for which I wish to thank the association.

"In the short history of this association progress has been made and reports all along the line are encouraging. The fact that we adopted the policy of buying eggs on the 'Loss-off' basis has improved the situation from different standpoints. Three or four years ago the Government investigated the loss question through the produce dealers' candling reports and found that actual loss on eggs was from 17 to 20 per cent. We find that since adopting this policy the improvement is very marked from all reports, and, although this had some opposition at first, the members are beginning to see the benefit of it, and even the most skeptical of them are falling into line. Not only is there an improvement in deliveries of eggs from standpoint of bag eggs, but the quality is better, and they are arriving in better condition. This is at it should be. The question is, why should the public have to pay for bad eggs any more than they have to pay for bad fruit or bad vegetables, or any other food product, and surely there is no more popular food product than the egg. And it seems to have had less care and attention than any other. However, those days, we believe, are past, and we will still go on to further progress and further improvement in the handling, marketing and care of eggs.

British Market Possible

"A word as to export trade. The year that has just passed has been a banner one for the exporting of eggs. Not only from the quantity of eggs exported, but from the prices obtained. The British market is ours, if we stretch out our hands for it and put the eggs up in the proper condition. This market demands the best eggs, carefully packed in strong cases, in good, clean, white fillers, and if the care is taken, there is no reason why we should not enjoy its confidence. While we have had high prices from the export standpoint, we must realize this may not continue, and the question comes, how long will the market stand this? The only answer is 'when the war stops.' When this occurs we may expect prices to change. This is rather an uncertain reply, but it is the best any of us can give at the present time. It, therefore, is necessary for us to enter this next season's business with great care and caution, so that it may not be disastrous.

"Now a word on the source of supply. There is no other farm stock that yields as good a dividend for the farmer or producer for the amount of money invested than poultry. But we find in the past this has been given less care and attention generally than any other department on the farm. This should not be, as the expense of putting up a poultry house with runways wired in, so that the poultry would be kept in bounds, is not great. And if the export business prospers, as we look for, it will be to the advantage of the farmer and producer to take note and make improvements accordingly, for there is a great opening for increased production of both eggs and poultry.

"The Government should insist," maintained Mr. McLean, "that if we export Canadian eggs they should be stamped as such. If, on the other hand,

United States eggs are brought in to Canada and exported, they should be marked accordingly. Let us see to it that the Canadian product is protected along that line. There is no harm or nothing wrong in bringing in United States eggs and exporting them; but if they should be of an inferior quality and not marked according to their country of origin, not only one shipper, but the entire Canadian produce trade is given a black eye.

"I notice in the constitution of the Canadian Produce Association the 'Declaration of Purpose.' It says here that it shall be the purpose of this association—1. To inculcate honorable and equitable practice in trade. 2. To acquire and disseminate valuable business and educational information. 3. To conserve the natural resources of trade. 4. To co-operate with the agricultural and fruit departments of the Federal and Provincial Governments in the enforcement of the pure food laws, and to get the agricultural and fruit departments to join with us in a campaign of education as to the best methods of producing and handling dairy products so as to eliminate the very large losses now incurred.

"Gentlemen, are we living up to this declaration of purpose? Let each of us ask ourselves if this is the case, so that we may build up a strong foundation, and so inculcate honorable and equitable practice in the trade, and that we strive at all times to deal squarely and uprightly in all our business, and so acquire and disseminate valuable business and educational information.

"This surely is the basis and foundation of greatness in this land of ours; a land that is giving its best blood to uphold the honor and integrity and greatness of the British Empire. Let us see, then, that we do not fail to do our part in helping to uphold the honor of the Mother Land."

A Letter From the Trenches

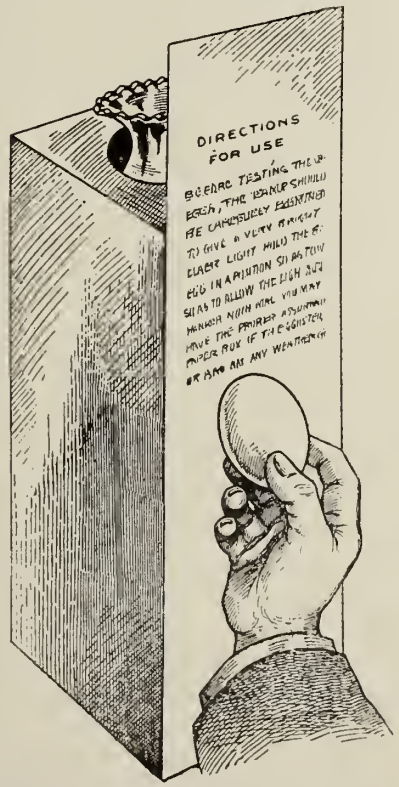
A feature of this session was the reading of a letter from Lt.-Col. John A. Gunn, a former president of the association, who is now at the front. This gave some interesting information of life in the trenches, and was greeted by great applause. Lt.-Col. Gunn finished his letter as follows:—" 'Eggs are eggs,' they say; I wish I had a dozen here."

J. J. Fee (Toronto), secretary-treasurer of the association, reviewed the work of the past year. He referred to an effort being made to place on this Dominion's statutes a law making it a criminal offence to sell rotten eggs. This matter is in the hands of the Hon. Martin Burrell, and is being considered. The secretary also reported a balance in favor of the association. The dues are $2 annually.

Jas. T. Madden (Harris Abattoir Co., Toronto), chairman of the Arbitration Committee, reported that during the year there were no arbitrations. He added that he was extremely gratified at the results of the work accomplished by the association; Mr. Madden was the first president.

Personnel of Working Committees

The various committeees were then appointed, the Committee on Resolutions being A. E. Silverwood (London), H. R. Gray (Montreal),) J. R. McNabb (Dungannon), and A. S. Duclos (Edmonton). On Nominations—H. B. Clemes (Toronto), Mr. Ritchie (Charlottetown, P.E.I.), Mark Sprague (Belleville), J. E. Wilson (Montreal), and Mr. Smith (Stratford). The Transportation Committee consists of J. A. McLean (Toronto), H. R. Gray (Montreal), M. Lemon (Owen Sound), A. H. Dalrymple (Montreal), and E. Rainey (Toronto). Arbitration Committee: Jas. T. Madden (Toronto), J. H. Atherton (Toronto), C. M. Thacker (Montreal), J. A. Vaillancourt (Montreal), R. C. Hunter (St. Mary's). Legislation Committee: H. Fearman (Hamilton), A. E. Bailey (Belleville), J. B. Hambridge (Aylmer), H. S. Johnston (Lindsay), Jas. T. Madden (Toronto), J. R. McLean (Toronto). By-laws and Regulations: A. H. Wilford (Wingham), A. E. Silverhood (London), E. J. Smith (Stratford), Mr. Ashton (Morrisburg), Mr. Ritchie (Charlottetown), A. S. Duclos (Edmonton), John Burns (Calgary), Mr. Moore (Moose Jaw), Mr. Bayman (Ottawa), K. Symons (Winnipeg), F. F. White (Toronto), A. E. Bailey (Belleville), J. D. Nasmith (Vancouver), J. A. Kennedy (St. John, N.B.), J. E. Emond (Quebec), and R. B. Colwell (Halifax).



Egg-candling device which Agricultural Department gives free to merchants for distribution among egg producers.

How Loss-off System is Working

Reports on the Loss-off system were then called for.

Mr. Bayman (Ottawa) reported that since the last meeting of the Canadian Produce Association a branch association was formed in Ottawa. He declared there were certain buyers from Montreal still buying eggs in the Ottawa district on straight count basis, and urged that some remedy should be introduced. There was, too, he said, considerable overlapping. The Government should, he maintained, provide an inspection of egg-trading conditions in the country, as in many cases produce was being marketed under conditions that were not sanitary.

Mr. Vaillancourt (Montreal) read a number of letters from produce merchants on the "Loss-off" system, showing that generally it was improving the quality of eggs. There were nevertheless some exceptions. Among the exceptions was the Ottawa district—(laughter)—and also Belleville. The retail merchant is certainly marketing eggs with greater facility, according to these letters. All letters emphasized the gain to all concerned due to operating on the new system.

Mr. Fearman (Hamilton) reported that all dealers are buying on the Loss-off system there, and there was a better quality of eggs on the market all round. During the past year they have had few complaints from customers, all realizing that the firms were doing what was fair in paying for quality.

J. J. Fee (Toronto) reported that the system there is working fine. All the large firms were adhering to the "Loss-off" system generally. There were but a few exceptions, and this was due to the opposition encountered. Personally, he hadn't bought an egg in a year without deducting for the bad eggs. If every other produce dealer went back to the old system, he would still continue to buy on the quality basis. The garbage waggon, he said, was having a rest on Front Street of late.

A. E. Silverwood (London) said that so far as Western Ontario was concerned there was no trouble with Toronto. He believed that if the outside dealers understood those in the big centres better a great deal of the trouble of overlapping would be eliminated. Our eggs have certainly improved in quality, the entire trade is getting a better profit, and the public a better article. The major portion of Western Ontario dealers were making an honest endeavor to buy eggs on the quality basis. There were a few who didn't. He urged that every effort be made to further this splendid system.

J. R. Hambridge (Aylmer) endorsed what Mr. Silverwood had said. There are a few who are not following the system, but the majority were and results were splendid.

R. J. McNabb (Dungannon) urged greater co-operation among the produce men in each district.

President McLean believed that each man should say to himself, as did Secretary J. J. Fee: "I won't buy any eggs any way but on the "Loss-Off" system. Had it not been for the unfortunate accident at Ottawa, the president would have had a reply to the question re legislation on bad eggs. He read a letter received some time ago from Hon. Martin Burrell in reference to the matter. This stated that it was a question whether any legislation, apart from war measures, would be brought up at this session. Mr. McLean also read a letter he had sent the Minister giving in detail the reasons for the proposed bad-egg legislation, urging that the buyer should he just as liable as the producer or seller.

Mr. Johnston (Lindsay) said there had been a marked improvement in his section. The firms have been conscientious in endeavoring to charge back bad eggs, and believed it was only a matter of time when everyone would be working on the same basis. He predicted a further improvement during the coming years.

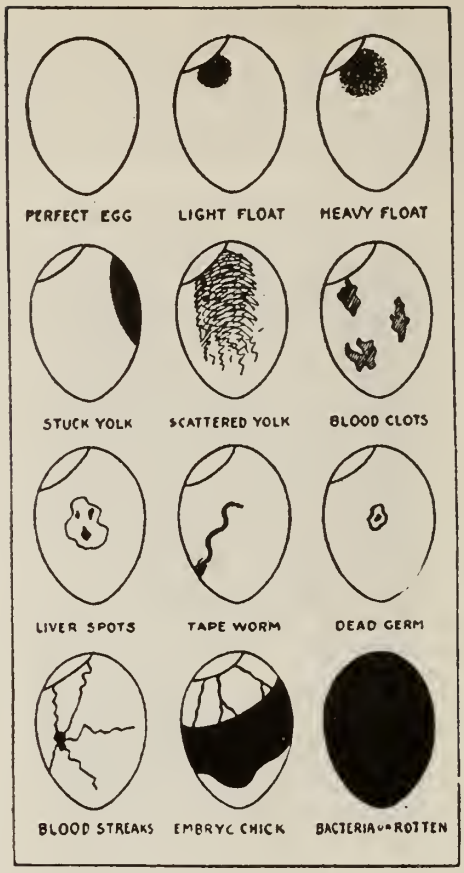
Mr. Baker (Campbellford) maintained that the loss should be charged back to the farmer. He believed there should be an inspector to go along and fine any producer who sold rotten eggs. Although a year ago he was not in sympathy with the Loss-Off system, he is now.

A. E. Bailey (Belleville) maintained that the new system was certainly not carried along fairly. "You men," he said, "have a jolly good time when you get together, but when you want eggs, you ——, well, you get them. I am glad to see that this new legislation is being gone after. We want something at the back of us. Belleville, some of you said, was a sinful district, and that's why I had to tell you straight what's what."

B. Squire (Norwood): "Men will buy their eggs on the straight case count if they know they can sell them that way. I think it would be the greatest calamity that could happen this association if the members went back to the old system. If all firms who buy on the 'Loss-Off' basis pay a little more for the eggs, soon all eggs would be bought on that basis." Mr. Squire is a retailer in Norwood, and for several years has always bought on quality.

Another speaker said that some firms candle eggs honestly, but others do not.

M. Sprague (Belleville): "I have been shipping eggs for a long time to Montreal, and the firm for whom I purchase



Egg-candling will show up these conditions in an egg.

advised me that they were buying strictly on the loss-off basis. That has been my purpose during the past year. The legislation is for those who break the law and who do not intend to observe it. I am a firm believer in the Loss-Off basis, but I would like to know why some men come here, join our association, agree on this method, and then go out and buy on the old basis."

Chas. Ivory (Omemee) said that he had been buying eggs as far as possible on the "Loss-Off" basis. It has not, however, been done strictly in the Lindsay district. "I cannot buy eggs from a merchant on this basis if someone else pays him straight case count. What we want is strict co-operation. It cost me last season $183.15 for bad eggs out of my own pocket. No loss-off was introduced until late in the season. Put a fine on the man who does not live up to the system."

President McLean—"We have heard all your arguments, gentlemen, and they're no good. If the man who buys on the 'Loss-Off' system offers a cent more than the man who buys on the case count, he's going to get them. I say again these excuses are no good."

In Prince Edward Island

Mr. Ritchie (Charlottetown) reported that some progress had been made during the year, and with few exceptions we have been able to satisfy our customers. However, I think we could safely say we could buy 100 per cent. of our eggs on the "Loss-Off" basis if it weren't for certain Montreal dealers.

Jas. Pickett (Mount Forest)—"I have never bought an egg this past season except on the 'Loss-Off' system. I work on a commission basis, and while I could make more money on straight count, yet I feel in honor bound to buy on quality."

J. A. Cook (Mount Forest)—"Are the packing houses in Toronto giving us buyers a fair average on the loss-off? I know of cases where eggs were left lying in wholesale houses two, three, four days to a week before candling them. That isn't fair to us."

Conditions in the West

A. S. Duclos, president of the Alberta Produce Merchants' Association, addressed the gathering. Referring to the grading system of butter and cheese inaugurated by the Provincial Government of Alberta, under the direction of the Hon. Duncan Marshall, Mr. Duclos stated that the Government certificate attached to large shipments to Australia, Toronto and Montreal had been the means of assuring the purchaser that he was getting a graded article. Mr. Duclos said he would seek the co-operation of the Dominion Minister of Agriculture in having the grading system placed upon the statute books with a view to improving the egg industry in the Dominion.

"Having introduced the grading system," remarked Mr. Duclos, "the merchants in Alberta find a remarkable improvement in prices. We now see on the horizon that the produce business is becoming a pleasure and not a bore. This end has been gained through consistent advertising, together with the improved transportation facilities. The railway companies have awakened to the fact that the produce business is a very important one to them. In addition to placing cold storage car facilities of weekly service at the disposal of shippers they have gone so far as to make the agent at the shipping points responsible for any breakages of shipments from his station, at the same time pointing out that agents must not accept shipments of eggs in orange and lemon boxes or in any other box but the regular egg case.

"The password for the current year should be more farm products for the Motherland. It should be the aim of the produce associations throughout the Dominion during the current year to produce an increased supply of eggs, butter, cheese and poultry."

Alberta has 13,500 dairy farmers, 15 central creameries, 48 local creameries, and 13 cheese factories. (In 1914 there were only 5.) The population is 300,000. Mr. Duclos gave some interesting figures showing the advance in mixed

farming in Alberta. In 1914, 61,000 cases eggs were produced. In 1915 there were 96,000 cases. In 1914 there were 5,000,000 lbs. butter, and in 1915, 7,400,000 lbs. There were 70,800 lbs. of cheese produced in 1914, as against 372,693 lbs. in 1915. In 1914 there were 665,000 lbs. poultry produced, while in 1915 the quantity was 887,000 lbs.

Out West, he emphasized, they buy and sell eggs on strictly grading basis; 1's, 2's, and 3's. A member asked: "What grade do you put the rotten eggs in?" Mr. Duclos replied: "We put them in the garbage barrel."

A standing vote was then taken of wholesale and produce dealers who would agree to buy solely on the "Loss-Off" basis, and who would bind their representatives to do the same. The resolution based on this point was overwhelmingly carried.

President McLean then asked what about the egg dealers who shipped to the wholesale houses. Would they charge back the loss-off?

Harper R. Gray, joint manager Gunn Langlois & Co., Montreal, introduced the subject: "Quality Payment and Uniform System of Inspection."

"There are three things," he said, "that would greatly assist in bringing about better conditions: Insist on buying eggs 'Loss-Off'; educate the farmers to market better quality, and pay the farmer a price for his eggs based upon their quality." He maintained that the farmer who marketed good eggs and poultry should be protected, and there must be co-operation along these lines. Just as the farmer secured a better price for No. 1 wheat than No. 2, so should he get a better price for good eggs than inferior quality. We have our Canadian standards in eggs, and there is absolutely no reason why eggs should be marketed by the case count. There were merchants today paying more for eggs than they get for them. This should not be. Merchants should get together and decide to pay for eggs according to quality. No honest farmer will object to the candling system, as this has been proven by the candling stations in Prince Edward Island. Experience has proved it to be fair, practicable and most profitable to all concerned. Literature distributed by the Canadian Produce Association through the proper channels would do a great deal of good.

The association, too, Mr. Gray claimed, should strongly urge that the present egg standards be adopted throughout the country. An educational campaign along this line would be effective.

As regards a uniform system of inspection, he urged that this be dealt with along these lines. As to the grading of eggs by dealers in their own premises, and by a uniform system of inspection by some capable official so that the man who sells on a certain standard, and the man who buys from that dealer, knows he is guaranteed a special quality.

The words Special, Extras, No. 1, and No. 2 are the present names to designate the various standards.

The conclusion of the report will appear in next week's issue of Canadian Grocer.

Follow the Markets—Saves Money

Profits Are Often Made or Lost by the Grocer Failing to Follow Carefully the Upward and Downward Tendency of the Existing Prices — Current Events Play Big Part in Dictating Prices—Some Concrete Examples.

THERE has not been a week pass since the outbreak of the war, nineteen months ago, that some lines of foodstuffs have not changed in price—chiefly advances. And the present outlook is for still further advances. Conditions are such that the supply in many lines becomes less and less. This is especially true of most imported lines. Finding himself in the midst of such conditions, it behoves the grocer to follow the markets in Canadian Grocer from week to week with religious care.

It is not when stocks are running smoothly that buyers save money. It is close watching and personal study of the trend of events that places dollars in the pocket. It sometimes happens that when commodities are on an upward trend the merchant should place his orders. Of course, the best moment to buy is when the goods in question are at their lowest ebb and about to soar. This moment, however, is not always easy to determine, and few are able to say with any assurance just when the tide is about to turn. But the grocer who exercises good judgment, who follows carefully the events in the trade and manages his business accordingly, will find himself on solid ground.

Knowledge Must be Widespread

On some lines it is hard to judge when to buy unless one has information from all sides. For instance, when the great Western wheat crop was harvested in 1915, and the figures compared with those of former years, the dealer would naturally say to himself: "Flour will be cheaper, and by January or February it will be a glut on the market." But there is more than merely the extent of the Canadian crop to take into consideration. The yield of other countries must also be remembered. If Canada's wheat crop was a complete failure, or if trampled under foot by contending armies, the Canadian miller would have to look elsewhere for his supply. His first search would be to the country lying immediately to the South. But if the States' crop was also short, he would have to apply to the Argentine or some other wheat-yielding country. The nearer home, as a rule, the cheaper the commodity.

In the case of flour, there was something more to consider than merely the local supply. There was the scarcity in other lands and the extra demands made upon their diminished supply. This was the ruling factor in the case of flour, which goes to show that special care should be exercised in following the trend of the market, even in locally-produced commodities.

Consider Olive Oil Situation

And foreign goods should be watched with even greater care. In recent issue of Canadian Grocer olive oil was shown to have advanced 22 per cent. In normal times the grocer would probably be justified in postponing orders for olive oil. Peculiar circumstances are governing the cost of nearly all lines at the present time, allowing no room for laxity in following the current events, which now play a big part in markets of the world.

In the case of olive oil, the article went on to say it would probably go still higher; and it gave reasons backing up this statement. These same reasons are going to almost dictate the prices on many foreign goods. They are unavoidable and must be taken into consideration so long as they exist. The exporter, the broker, and the wholesaler follow these events, and the grocer must watch them even closer. The retailer must know why. If he has not lowered his price simply because he has stock on hand for which he paid the high figure, his trade may be affected. The wise merchant follows the events of the day to help him guard against an overstock when the market turns.

(Continued on page 36.)

Finding the Exact Cost

Getting at the Exact Basis—Interest on Investment if Property is Owned Must Be Included—Groups of Expenses—A Formidable List—Extent of Depreciation

By ED. E. SHEASGREEN

COST is a tremendous subject—one that can be traced in every living thing; a force with which we come in contact the moment we take our first breath and which force goes on and on in our interest long after we have become but the faintest memory.

Cost is a something that at all times, in all places, and under all conditions is working full twenty-four hours a day. Cost is an exact quantity, but, more often than otherwise, men in business do not know what their exact quantity of cost is. Also, there are a few fundamentals which enter into cost, which the average man knows, but very, very often overlooks.

For instance, we all know that the three forces of production are land, which we must have before we can have the other two; labor, of which there is but two kinds in all the world, hand and machine, productive or non-productive: and the third force, capital. Capital is that part of wealth that can be used to create more and other kinds of wealth, which is invested in four grand divisions —the human machine, land and buildings, tools, and all office and machinery equipments, and in commercial investments, and which does not direct the forces of production, the consumer doing this. A combination of these three forces gives "production," and because of production we have what men call business. Business is said to be either brisk or dull, or to be in a good or bad way so far as competition is concerned. Competition, the cut-throat variety, is due to the prevailing ignorance of what the cost of production and of conducting business is.

Business is first the production of a thing. By that we mean that the laborer, the working man, the artisan, or whatever you choose to call him, is the first business man to touch a product. Next, "business" is accumulating, speculating or merchandising in the products of labor.

There are only two elements in a product, time and material. Then the cost must be borne by these two elements, the material that is sold and worked into the product carrying its share of the cost together with the share of the cost which the labor must bear. This means then, that to get the "load" placed correctly a method of distribution must be followed that will properly place this burden.

The Basis of Cost Finding

It is on the law of distribution that the science of cost finding is based, while on the law of balance is built the science of accounting. These are two sciences that, while related in a way to each other, are still very much different. I have known companies to have the very finest accounting system, the most efficient salesmanship and service systems, the best arranged credit bureaus, and still be going down-hill. Why? Because every dollar that was going into the business was not being brought back through their cost system; their method of cost finding was all wrong. If the Apostle Paul was living to-day and preaching a business gospel, I believe that he would say: "The science of accounting, the science of salesmanship and service, the science of credits, and the science of cost finding, these four, but the greatest of these is the science of cost finding."

This law of distribution is the least known of all business laws. The ignorance of how properly to apply and how to use it is one reason why we have so many business failures, such a vicious competition, and a terrible unrest throughout the society of the civilized world. It is as necessary properly to distribute every expense item which a business has as it is to have mail properly distributed, properly to deliver groceries, or for the compositor to "throw in" his type correctly. As soon as this law is better understood by all business men, just that soon will the distribution of wealth throughout society become more equalized.

There is always in any case of distribution a "load" or "burden" that must be properly broken up, placed and assimilated. Now let us see what that burden is that must be borne by the men engaged in the grocery line.

Include Interest on Investment

In the grocery business, as in any other business, the original capital invested in the land and buildings must bring back, and the same must be included in the cost, a rent made up of the interest on the original capital invested in the land and buildings, taxes on the same, insurance on buildings, and a replacement of the original capital invested in the buildings according to the construction—much more for frame or mill construction than for that of steel or concrete. If there are to be permanent caretakers, and if heat and elevator service are to be furnished the tenants, these are also rent charges.

We find so many good business men do not figure rent into their cost because they own the property on which they do business. When they leave rent out of their cost they are giving away values to the amount of what the rent would actually figure according to the method outlined above.

Whether a company owns or rents its quarters, the following make up its building expense group — rent, heat, janitor expense, and repairs. These are the expenses for area occupied.

After the floor space has been accepted, we must move in our plant and store equipment, and the expense items on the original capital invested in all tools, machinery and office and store fixtures are known as the valuation expense group—the depreciation on the original capital invested and interest at prevailing rates on the same, insurance, and taxes. These are the expenses on the capital invested in the mechanical or physical equipments of the business.

The "load" is increasing, for now we must add the general office expense group—executive, clerks, bookkeepers, and cost clerk salaries, telephone and telegraph, postage and supplies, organization, dues, and miscellaneous.

And Still They Come

And still we are not through with the "burden," for now there looms up the selling and shrinkage expense group, such as salesmen's salaries, clerks, bookkeepers, and telephone and telegraph operators (where a sales department has such service), travelling expenses, allowances and deductions, bad accounts, commissions, interest and discounts, and interest on commercial investments — such as interest on—now listen—raw stocks, manufactured goods, accounts and bills receivable, bank balances, and in case of manufacturing institutions, work in process.

And still we must "load" the poor product with expenses, for we face the stock storage group — items that are chargeable directly to each commodity handled, such as the packing, delivering, car fare, barn and wagon expense, cartage, etc.

In order to have some help with this "load" we must have light and power, and then continue to add department

direct expenses, department pay roll, supervision, and all spoilage items chargeable to a department.

This is truly a tremendous load that the product must stand, and in distributing these items we face the real problem of cost finding.

But the problem of solving any problem is the problem of proper treatment.

In solving the problem of distribution we find that all the cost items we have mentioned must be distributed according to the units that have benefited by the expense, whether that unit may be area, dollars of investment, or pounds, gallons, feet, yards, or hours, according to the best way of measuring and calling the unit. At the end of a month, when the total number of units, the cost of which are to be found, such as the cost of a ton of sugar, a gallon of vinegar, or a productive hour, are known, and the total of these units is divided into their total cost, we have the "cost per." This cost is cost, not "gross," or "prime," or "wage," or "up," or "down"—but cost with every cent covered.

To each commodity goes its own floor space expense, as if each commodity was in a store by itself; its own valuation expense; its share of the following — general office; selling and shrinkage: stock storage (or warehousing and handling); its own pay roll; its department direct expense; its own share of light, power, supervision, and the spoilage for which it is responsible.

Depreciation to Be Added

In figuring depreciation, or "replacement," on the original investment in equipment, we mean, in addition to the cost of the upkeep of the machinery or office or other equipments, actually to replace the original capital invested. To do this we follow a 10 per cent. basis, which will replace the original in ten years, and leave a man safe. In the method followed by so many, of figuring a depreciation on a depreciated amount, it has been found that it will take in the neighborhood of one hundred years to replace the original investment. To figure interest in all investments figure the prevailing rate.

There are many commodities that must be carried at a loss. These losses then become part of the selling or advertising expense, as the manager might view the situation, and should be borne by all the departments, except where a commodity is carried at a loss to boost the sale of something in its own department—then the loss becomes a direct department charge.

When the true cost has been found there is but one thing left to do in getting at the profit end—at the selling end, and that is, to decide the profit wanted, and which will allow of the selling of the goods.

Total cost has nothing to do with sales, except as the base on which a selling price is to be made. Neither have sales any relation to cost when one is seeking to know first the total cost line. Total cost comes first, and total cost is cost. After cost comes the first penny of profit, and selling prices come last.

The grocery business presents, very often, problems in which comes the manufacturing of goods. There are wholesale stores manufacturing processes, such as spice-grinding, extract making, bottling, printing, etc. These conditions complicate the cost problems for the manager. At no stage of the game, however, unless there is positively no other way out, should distributions of expenses to these departments be made on a percentage basis.

Get at the True Cost

No matter what conditions may exist in any kind of a mercantiling, or a combination mercantiling and manufacturing institution, or a straight manufacturing plant, the true cost can be found. More often than otherwise, when found, it is so far above what anyone dreamed as to be almost appalling. I have seen men when they have found the true situation get up from their desk, go out into the plant or outside the building where quietly, and alone, they could have a session of tears.

The high cost of living is due to the high cost of production, and to nothing else; society being a tremendous manufacturing plant, the cost of computing which is not and never has been known. Consequently there can be no very great degree of scientific business management or efficiency until a knowledge is had of what true cost is. When this knowledge is had, then, and only then, can scientific business management be brought about, and this, in fact, will be efficiency.

Let us remember that cost is a law of nature, that everything in nature pays its cost. Let us remember that the cost question of life follows man from the cradle to the grave. It reaches out into the years long after he is gone and calls for time and effort to be spent in keeping his last resting-place green. Remember that whether white or black, red, yellow, or brown; whether highly civilized, semi-civilized, or savage; whether nobleman or pauper; whether free man or slave; whether living under this government or some other, all men from their first breath face this consuming and exacting law of nature, whether they recognize it or not, and by that law every act of their lives is measured, their prosperity is governed, their existence consumed.

Geo. Spray, general merchant, Gibbs, Sask., has sold to W. Morgan.

Charles R. Furness, who has been on the traveling staff of the Red Rose Tea Co. for many years, has enlisted with the 92nd. He handled the Hamilton trip for the company. **Sidney Rolfe**, the shipper in the Toronto warehouse, and also the cashier, **Frank Jones**, enlisted during the past ten days. It is interesting to note that for the past four months the above company have been refusing to engage any man who was eligible for military service. T. H. Estabrooks, the president of the company, urges this not from any selfish motives, but simply to leave these men available. While this rule has been found a hardship in some cases, it is already working out well.

This makes a total of 29 employees of this firm who have enlisted. The number includes two A1 travellers.

* * *

Geo. Dobson, Hamilton Ont., who has enlisted for overseas service with 120th. was presented by the office staff of Tucketts, Limited, with a wrist watch and set of military brushes.

Letters to the Editor

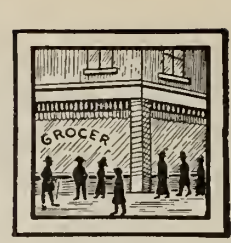
Editor Canadian Grocer.—I read with interest the article in "Canadian Grocer" a few weeks ago on how advertising sold California raisins. Those raisins are pretty nice goods, but would someone be good enough to tell the packers to put the loose ones up in decent cases that would hold together until they get into retailers' hands? The easily split boxes some use come to our hands with big openings in the majority of them, out of which much of the fruit has been lost; and frequently they burst open as soon as we pick them up. A good box would interest the retailer in pushing California fruit by insuring his getting all the goods he bought. That hard fibre box I have seen on some of the goods is good.

It is not a matter of a box or two, but about eight out of every ten have a big sliver off them, with a few raisins lost—not enough to make a claim on each shipment, but bulking up to quite an item in a year's business.

Udora, Ont. W. O. WEBSTER.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

Paul Payment, general merchant, St. Genevieve, Que., has registered.

A. Thompson, grocer, St. John's Nfld., sustained a fire loss recently; insured.

Mrs. Alex. Sauve & Cie, general merchants, Dalhousie Station, Que., have registered.

Arthur Boutilier and P. G. Boutilier spent a few days in Montreal following the annual meeting of the Canadian Fisheries Association there. Arthur Boutilier is owner of the National Fish Co., of Halifax.

W. S. Loggie, member from Northumberland Co., N.B., had just finished his speech in the House of Commons, on the fish question relating to the price difference between producers and retailers in reply to the question of Mr. Jameson, of Digby, when the fire interrupted proceedings.

F. X. St. Charles, a well-known grocer of Montreal, passed away on Feb. 3rd, after a short illness. The late Mr. St. Charles started a clerk with Dufresne & Mongenais on St. Lawrence street. Later he opened a retail store of his own which he afterwards gave up to go into the wholesale business. He was a member of the St. Denis, Canadien and Reform clubs.

Stanford's Ltd., have moved from their old St. Catharine street quarters to a new building at 128 Mansfield street. The new store is said to be the finest retail store on the continent. It is finished in marble and dark oak, and is unusually well equipped with lights in white and green. Several innovations for convenience and sanitation have been installed. There is a separate display counter for fish, game, meat, etc. The total cost of the new store was $110,000.

Ontario

F. A. Ward & Co., general merchants, Humberstone, Ont., have sold to D. Bell.

T. H. Watson, general merchant, Seagrave, Ont., is succeeded by Frank Hawkins.

R. Rubinoff & Son, wholesale grocers, Toronto, are succeeded by Ontario Grocers, Ltd.

Canada Soaps, Limited, has been granted an Ontario charter with head offices in Toronto.

Johnson B. Whaley, a traveler for the Cowan Company, Toronto, died suddenly in Sarnia from pneumonia. He lived in Toronto.

A. F. MacLaren, ex-M.P., and familiarly known as the "Cheese King" celebrated his sixty-second birthday on Thursday, Feb. 3.

About 30 students of the economics class at the Western University, paid a visit yesterday to Perrin's biscuit factory, London, Ont.

Mrs. David McIntosh, general merchant, and Jas. McKee, general merchant, Cold Springs, Ont., have each sold to Norman D. McIntosh.

John Morrison, a grocer in Hamilton, Ont., for many years, died recently at age of 67. He was born in Scotland and came to Hamilton forty years ago.

S. J. McLardy, grocer, St. Thomas, Ont., has purchased from Emmerson McCance the two-storey red pressed brick store at the corner of Kains and Manitoba streets, where he has conducted a grocery business for the past year and a half.

J. A. Wambold, Exeter, Ont., has disposed of his grocery and confectionery business to C. L. Wilson who took possession February 10. Mr. Wambold has been in business here for several years coming from Dashwood. He has not yet decided what he will do. Mr. Wilson clerked for several years with J. A. Stewart.

I. K. Knetchel, who recently purchased the grocery of H. G. Lemon, Harriston, Ont., has disposed of the business to McDonald & Pridham, who take possession at once and will conduct this business in connection with their meat business. Mr. Knetchel leaves for Mildmay, where he will engage in a similar business with his brother.

E. R. Freeh, manager of the produce department, Swift Canadian Company, St. Lawrence Market, Toronto, who is leaving Toronto to take up a position in the sales department of the Packard Motor Car Company of Chicago, was the recipient of a gold watch and chain presented to him by the management and employes of the Swift Canadian Company.

Alderman L. O. Pearson, builder and contractor, St. Thomas, Ont., has purchased the grocery business lately conducted by Herbert Morton, on Talbot street. Until about three years ago Ald. Pearson was associated with Mr. Morton in this business, and disposed of his interests to the latter. The purchasing of the business will not interfere with Ald. Pearson's contracting business, as he has placed in charge of the grocery business Orville Laur, who has been associated with Mr. Morton for the last five years.

Western Canada

During a big fire at McCreary, Man. last Wednesday, February 2nd, the store of James Riddell narrowly escaped destruction.

The wholesale liquor store of T. J. McManus, Costello Block, Calgary, was destroyed by fire on the morning of January 31st.

John D. Burke, of Coleman & Burke, Winnipeg, manufacturers' agents, died last week in his 54th year. He formerly ran a general store at Morris, Man.

Damage amounting approximately to $20,000. was done to the general store of J. H. R. Dixon, Belle Plaine, 17 miles east of Moose Jaw, on January 31st.

Mr. Martin, of the Swift Current grocery staff, Swift Current, Sask., and his wife have left for Fredericton, N.B., where they expect to make an extended visit.

F. T. Rolph, has taken over the grocery business formerly operated by F. T. Rolph & Co., Saskatoon, Sask. The hardware and crockery stock has been disposed of and groceries and confectionery concentrated on.

Doig, Rankin & Robertson, Ltd., Brandon, Man., whose department store was destroyed by fire in January, have secured temporary premises in the Hughes Block, 10th street, and expect to be opened by March 1st.

Duncan MacDonald, Winnipeg, well-known Western pioneer, and brother of Alex. MacDonald, president of MacDonald-Chapman, Ltd., wholesale grocers, Winnipeg, died on Wednesday night, Feb. 2, at the age of 74.

S. A. McGaw, general manager of the Western Canada Flour Mills Co., Ltd., Winnipeg, was presented with a gold watch and an illuminated address by the employes and members of the firm last week. Mr. McGaw recently retired from active business, and has gone to California.

The following Westerners were appointed on the new executive committee of the Canadian Fisheries Association, at the annual held in Montreal, February 1st: J. W. Simpson, Selkirk; W. Douglas, Winnipeg; Major H. A. Greer, Saskatoon, W. Reid, Regina, A. L. Hager, Vancouver; Peter Wallace, Vancouver; H. S. Clements, M.P., Prince Rupert.

Marmalade and Teas Advance

Tea Situation Firmer in London—Freight the Big Difficulty — Many Spice Changes — Sugar Very Firm—Prunes Are Slow Selling—England Buying Raisins Firms Prices.

Office of Publication, Toronto, February 11th, 1916.

MOLASSES is very firm this week, but so far remains at fairly low prices. This is causing considerable speculation in the trade because the whole tendency in the market at present is bullish. Importers and wholesalers alike profess to see no material reduction of present prices ahead unless the shortage of freight is corrected, in which event the present high prices of sugar, if maintained, would tend to attract molasses cane and operate to maintain a high level of prices. Here again, as in many other lines of groceries, the freight situation is an important factor. These columns have shown again and again how this freight tension is affecting the flour market, which state of affairs, by the by, continues this week and does not show any easement. The freight situation is also affecting molasses, spices, currants, teas and indeed anything and everything which is liable to be imported and exported.

Possibly more than anything else, the uneasiness in freight is the primary reason for such a very firm market in teas as exists at present. Fundamental conditions, so it is claimed, would point to a tea market which would not be nearly so strong were it not for the awkwardness in the situation regarding freights.

This week currants, which have been one of the high spots in the grocery market for many months, have advanced another cent, and are very scarce at that. It is said that there will be a boat into New York at the end of the month which may affect a slight relief in the situation. For the present, however, buying demand is very keen and stocks are low both in Canada and in the States. Several English lines are reported higher this week. For instance, the recent rise in sal soda, referred to last week in these columns, has been productive of advances in washing powders, and kindred lines. Also some English lines are higher, notably pickles and jams of English manufacture, which have advanced about 5%.

A situation which is beginning to trouble the manufacturers of groceries and will in turn reflect on the retailer is that the manufacturers of Canadian grocery sundries are exceedingly pinched in some materials, the price of which are needed for packing their goods. Such things as bottles, etc., tinplate, boxing materials and gelatine. All these things are higher and there has been a 5% advance on many lines of sundries as a way of meeting the advance in packing material. For instance, in the case of some biscuit manufacturers, though not all, the advanced price of tinplate has been productive of an advance in the manufactured product of about 1c per pound. This is to take care of the increased cost of boxing. It is well that the public should understand the fundamental reasons for the advances which are likely to take place; obviously if the manufacturer puts up his prices the retailer has to cover himself and the public must help to stand the impact.

QUEBEC MARKETS

MONTREAL, Feb. 9.—The freight situation continues to be the ruling factor of this market. The conditions in relation to molasses constitute the feature of the week; a very uncertian market being decidedly bullish, but this state of affairs is threatened with an influx of new supplies. The Appam incident has added to the strong undertone of the market and has caused a slight advance in war insurance rates in the affected area. The forthcoming budget is being awaited with intense interest, particularly by sugar, tea and coffee interests. The general state of business is quiet with just a fair demand. Sugar continues firm but in an unsettled state.

Currants have advanced another cent and are very scarce on this market. English sprats are 50 cents higher and are now being offered at from $8.00 to $8.50. All washing powders are very firm as the result of the recent rise in sal soda. Pickles and jams of English manufacture have advanced about 5 per cent.

Markets in Brief

QUEBEC MARKETS.

FISH AND OYSTERS—
- Government orders firm prices.
- Haddock slightly higher.
- Lobsters advance again.
- Oyster stocks scant.

FRUIT AND VEGETABLES—
- Scarcity in bananas.
- Lemons very scarce.
- Apples higher.
- Oranges still high.
- Celery scarce and higher.
- Potatoes advance again.

FLOUR AND CEREALS—
- Flour prices less firm.
- Oats and middlings firm.
- Corn very strong.
- Freight difficulties annoy.

PRODUCE AND PROVISIONS—
- Lard prices unchanged.
- Cheese higher in London.
- Poultry scarce and firm.
- No change in butter.

GENERAL GROCERIES—
- English products higher, also hard to get.
- Molasses situation peculiar.
- Speculation as to tariff.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour levels maintained.
- Cereal list easier.
- Some scarcity in feeds.
- Temporary drop in grain prices.

FRUIT AND VEGETABLES—
- Potatoes slightly lower.
- Cabbage higher.
- Oranges in demand.
- Good season for grapefruit.
- Onions advance sharply.
- General business good.

FISH AND OYSTERS—
- Whitefish still best seller.
- Halibut in demand.
- Oysters get good sales.
- Natives said to be scarce.

PRODUCE AND PROVISIONS—
- Lard trifle easier.
- Butter range tightens.
- Cheese up again.
- New laids down slightly.
- No change in poultry.

GENERAL GROCERIES—
- Marmalade prices up.
- Teas up in London.
- Sugar quite firm.
- Many spice changes.
- Prunes slow sellers.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour remains at $7 per bbl.
- Cornmeal jumps 10c.
- Oatmeal up to $3.25.
- Rolled oats firmer again.

FISH AND POULTRY—
- Cheaper herrings expected.
- Scarcity of dressed poultry.
- Little live stock arriving.
- Advance in dressed stock.

FRUIT AND VEGETABLES—
- Florida strawberries down 5c qt.
- Squash jumps to 5c per lb.
- California celery up to $1.50 doz.

PRODUCE AND PROVISIONS—
- Live hog receipts light.
- Higher meat prices quoted.
- Easier meat market predicted.
- Winter creamery bringing 37c.
- American eggs delayed.

GENERAL GROCERIES—
- B.C. sugar up in Manitoba.
- Advance of 10c in corn syrup.
- Higher tea prices now sure.
- Currants soaring again.
- Evaporated apples tend downward.
- Advance in taploca seems sure.
- Coffee market stronger.

There is a very firm market on sardines in general with stocks running low and not much opportunity to replenish.

Alum has advanced 300 per cent. and is now offered at from 8c to 10c per pound. Trade chemicals continue to suffer as the result of the concentration on munitions chemicals. Manufacturers of Canadian grocery sundries are beginning to feel the pinch in some lines, such as packing material, bottles, etc., and in the price of some raw materials such as gelatine. There has been a 5 per cent. advance on many lines of sundries this week as the result of the conditions described. Owing to the advanced price of tin plate some biscuit manufacturers have advanced their product 1 cent per pound to cover this increased cost in the boxing. Wines have advanced 10 per cent.

SUGAR.—The undertone of this market continues very firm in spite of a slight weakness that developed in the raw market as a result of strikes in New York refineries which was reflected in producing centers as likely to restrict demand. Otherwise the general situation is unchanged from last week and prices are likewise with refined at $6.00 in New York. Demand continues fair and for the time of year is considered good. Stocks in wholesale warehouses are fair chiefly as a measure of precaution against possible tariff changes in the new budget. There is no uneasiness evident on this score and an utter lack of knowledge of the Governments intentions is expressed by interested parties. The best sugar market in the States has responded to the recent firmness of the whole market and is now quoted at from $5.80 to $5.90 per cwt. The sugar monoply that is about to be established by the Swiss Government has been the cause of some speculation but it is not expected to have any decisive market affect. The predominating factor continued to be the scarcity of bottoms with which to move the Cuban crop that continues to pile up at primary distributing centers

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1, 100 lb. bags	6 25
Dark yellow, 100 lb. bags	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 15

MOLASSES AND SYRUPS.—Molasses are firm at the lower prices the future of which is the cause of considerable speculation. The whole tendency of this market is a very bullish one and importers and wholesalers profess to see no material reduction of present prices ahead unless the present shortage of bottoms is corrected in which event the present high prices of sugar if maintained would still tend to attract molasses cane, restrict molasses production and operate to maintain a high level of prices. The new make is expected to appear on this market in from two to three weeks, and such contracts as have been made at this date would preclude a decline of more than a few cents from existing prices. Some buyers are waiting on the market. The freight situation and the strong sugar market are looked upon as the two determining factors of this market. In this connection it is stated that up to date no tonnage has been obtained for direct molasses shipments to Montreal and present prospects are for lake and rail shipments via St. John or United States points.

	Price for Fancy.	Choice. Island of Montreal.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

COFFEE.—The coffee market remains unchanged except for a ¼c advance in Rios and a more acute freight situation that has become the chief factor in the market and dominates all others. The advance in Rios is said to be the result of conditions in the primary market. Stocks are in good shape with plenty of coffee for existing needs on hand and the aim of interested parties is to keep them this way against the tendency of the conditions to hold back shipments from producing and distributing centers.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Jamaica	0 22
Santos	0 19
Rio	0 16½
Chicory	0 14

NUTS.—Prices on nuts are unchanged and demand continues steadily to improve as it has been doing since the first of the month. Almonds continue scarce at from 18c to 18½c and other lines are as quoted below.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 33
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

TEA.—This market continues very strong with teas moving freely and in good demand at unchanged prices. There is a very general improvement in this trade particularly in the higher priced goods that is attributed partly to the result of a better educated public, the general result of the war and the prohibition wave that have combined to cause a greater consumption of tea. The budget and the freight situation continue to be of absorbing interest. Freight rates from Ceylon and India are now 200 per cent. above normal while the insurance rates from these points is 5 per cent. higher by the Suez route than formerly. Colombo quotes higher prices weekly at primary market, Congos and Formosas tend to stiffen in sympathy with the advances in India and Ceylons at primary markets. Japans are very active particularly in spot first hands. Some fairly large quantities are being turned over. The increased demand continues to be the ruling factor in the market. After allowing for this general increase in consumption it is estimated that there is a surplus of 50,000,000 lbs. in the East but that this stock cannot affect prices as long as freights continue at their present level.

DRIED FRUITS.—Currants have advanced one cent and are now offered at 12½c. There are no loose black currants on the market now and it is stated that stocks are practically exhausted. This market is very firm and it is stated that, whereas in ordinary times every wholesaler has at least 200 cases or more on hand all the time, at present there are not 500 cases in the city. There are good stocks of raisins on hand and the market is very strong. Price is unchanged. The primary market for prunes has stiffened without any change in price here. Apricots are firm and unchanged although the present price is one cent below that on primary market. The market in general is quiet.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11¾
Peaches, choice	....	0 08
Pears, choice	....	0 13¼
DRIED FRUITS.		
Candied Peels—		
Citron	0 23	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 12¾
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11¾
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 60
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11¾
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09¼
Cal. seedless, 16 oz.	....	0 12¼
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

DRIED VEGETABLES.—Market is quiet and unchanged with demand steady and good. All good beans continue scarce. Hand picked Canadian are from $4.80 to $5.00 per bushel and very scarce. Choice quality boiling peas are scarce at $3.25 a bushel. Good hoiling are scarce. Barley is plentiful and unchanged in price.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 90
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 06	0 06½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

RICE AND TAPIOCA. — Genuine Carolina rice has declined one cent but is firm at from 8 to 9c. This market is very firm as a result of the acute freight situation and in spite of a large rice crop. An increased demand tends toward holding stocks down in primary markets. Tapioca continues firm and unchanged in price.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05¾
Quarter bags, 56 lbs.	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07¼

SPICES.—All lines are moving very freely without any price changes on local market although primary costs are running up so that current prices are said to be below the market. Gingers, black peppers and cassias are all very high in primary markets. The freight situation is very acute. Spot supplies in America are being depleted without a corresponding restocking except at the most advanced prices.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 65	—0 23
Cassia	—0 22	—0 80	—0 29
Cayenne pepper	—0 28	—....	—0 36
Cloves	—0 28	—1 05	—0 36
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	0 22—0 25	0 90—1 00	—0 29
Pepper, white	0 30—0 33	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

CANNED GOODS.—A strained condition in most canned goods lines still prevails and goods are heing offered at a price helow that warranted by the state of the market the undertone of which is strong.

ONTARIO MARKETS

Toronto, Feh. 11, 1916.—This war has played havoc, among other things, with supplies of importations from England. Take, for instance, pickles and such. These are now on the luxury list. Few are getting over. Some supplies come along, of course, but compared to what arrived before the war, they are few and far between. Jams have been almost entirely cut off. English marmalade is coming in in comparatively slight quantities. Price is ahout ten per cent. higher than last year, which is quite a considerahle increase.

Bearing out our contention last week that, though there was a hig surplus in the tea crop at Calcutta and Colombo, that in itself didn't relieve the tension any, is the advance at the London auctions this week of half a cent in hoth cases. There is a hig surplus of tea, even when increased consumption is allowed for, but that doesn't help London or Canada any, since it is well-nigh impossible, under existing freight conditions, to get the stuff through.

The situation in olive oil is interesting. The foreign markets are very firm in feeling, according to advices that are received hy New York importing houses. Increasing difficulties are being experienced in securing further shipments from Europe. A slightly stronger tone appears to he dominating in hulk French and Italian oil, though case goods seem to be coming into America in fair quantity at the present time. There is a good seasonal demand for supplies, though there is no heavy buying in progress in any quarter. In general the prices prevailing throughout the United States and Canada at the present time for all grades of edible olive oil are considered low in comparison with the prices that are being asked by the foreign holders.

SUGAR.—The tone of the market is very firm. Raw values are fully maintained, deliveries heing fair. There is not much speculation as to higher levels, despite the firmness of New York, and correspondingly this market. Buying is average. From last week the market has eased slightly. It is still firm, as has heen said, but little guessing at an advance is heard.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—Both the Ceylon and Indian markets in London this week, according to cable advices, advanced half a cent, and are quoted firm. Market for spot teas there shows no sign of anything but firmness. The "London Grocers' Gazette" says recently, with regard to tea: "If last week was the wind, this week was the whirlwind as regards prices. Everything was on the bound, but where prices were so strong for all, they were perhaps strongest in the case of Assams. Every kind of tea was dearer, and it was only a question of degree. The fact is that the auctions are not at the moment large enough for the time of year, and for the trade doing. Running requirements from week to week are so huge now that huyers soon get anxious. The periodic Government tenders too exercise a distinct effect on prices. Their average requirements are prohahly from 5,000 to 10,000 chests per week. This is a hig item when there is not too much tea ahout."

There is nothing materially new in market conditions.

MOLASSES AND SYRUPS—Molasses is strong at present, despite the fact that prices, on the whole, are fairly low. Fundamental conditions are somewhat unsettling. Transportation difficulties bristle, and they are happening along at an awful time. The strength of sugar in New York, too, is a strengthening influence for molasses. There are those who talk of higher prices in the offing, but there is nothing definite.

DRIED FRUITS.—Prunes seem to he rather dull for this time of the year. This is their season, as it were, and more activity in buying is looked for. Curiously, however, the same condition apparently applies at the Coast. New 1915 crop stuff is comparatively quiet. In New York, too, like demand is showing. Spot stocks of California stuff at the Coast are firm, but reports say there is little interest. Thus Toronto reflects the primary market. Spot prices are firm, hut buying is only hand-to-mouth.

Difficulties of cable communication with Greece are tying up currant negotiations. Amalas are firmly held, notwithstanding, and no lower prices are looked for. Spot stocks in Toronto are small, and demand is stiff, imposing decided strength to the market.

Raisins are all firmer, chiefly on inquiries from England. She is anxious to secure further stocks, particularly of seedless, it is said. Strangely, the reason advanced for English buying of Coast raisins is that they can't get adequate stocks of Amala currants. Thus, as has been pointed out before, stiffness in one line is frequently duplicated in another.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lb.	0 12	0 13
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12¾	0 13
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—The market shows little of interest. Brazils, which are firm in primary markets, are strong here too. Otherwise a merely hand-to-month. Demand sums up the conditions.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 ?
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—There is no change to report. Poor crop, small stocks, high levels—there are the conditions, unchanged from heretofore.

Beans, choice primes, busb.	....	4 25
Beans, hand-picked, bushel	....	4 75
Peas, blue, busbel	3 00	3 25
Split, lb.	0 06¼	0 06½

SPICES.—All lines continue firm, freight difficulties weighing heavily. Cream of tartar is noticeably strong. All spice is much higher. So are cloves, and coriander. Ginger, on the other hand, is somewhat easier.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	....—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 03
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 22—0 35
Cassia, ground	0 14—9 16	0 23—0 30
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 30—0 45
Coriander seed	....—....	0 12—0 13
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—9 50	0 50—0 55
Curry powder	....—....	0 25—0 30
Ginger, Cochin	0 15—9 17	0 22—0 25
Ginger, Jamaica, ground	0 18—9 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 80—0 90
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 25—0 28
Nutmegs, brown, 60s, 52c; 80s, 35c; 100s	....—....	....—0 30
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	....—0 37
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 24—0 25
Peppers, black, whole	....—....	0 21—0 24
Peppers, white, ground	0 19—0 24	0 30—0 32
Peppers, white, whole	....—....	0 29—0 31
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 16—0 18

COFFEE.—Market is dull and featureless. Buying is small and infrequent and levels are only fairly firm.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—There is a good enquiry at New York for export, and this has firmed up levels somewhat. This applies especially to lower grades. Screenings are scarce. Demand here is distinctly good, freight troubles (and this applies to tapioca too) are hampering arrangements.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 07

CANNED GOODS.—The activity created by bargain prices on some vegetables has continued now that nominal prices are high again. There is no new feature

MANITOBA MARKETS

Winnipeg, Feb. 20.—Things have been pretty well tied up in the country during the past week with heavy snow, the downfall having been heavier in this part of the country than for thirty or forty years. To give an idea of transportation difficulties: a Winnipeg jobber has had a supply of sugar tied up at Transcona for over a week, only a few miles out of the city, yet unable to have it shipped. The weather has resulted in considerable inconvenience both to retailer and jobber. Over a hundred points on the three railways were cut off during the week. Orders were accepted only subject to delay. The district which suffered most was Southern Manitoba.

With the clearing up of the weather and the arrival in Winnipeg of scores of merchants from all over the West for the bonspiel, jobbers are expecting a big revival in business this week. The inclement weather has had the effect of increasing prices of certain commodities, particularly on hog products. Receipts of live hogs fell off considerably during the past two weeks, but as soon as the snow is cleared away, the influx should be heavy, and prices will take a drop. Receipts of poultry are also light, but this is due more to farmers retaining their stock for laying and hatching purposes, than to the weather.

The most important market changes are an advance of ten cents in the price of B. C. sugar in Manitoba alone, and a jump of ten cents in corn syrup quotations. The latter has been expected right along on account of the high cost of corn. Many dealers profited by advance information, and laid in good stocks before the advance occurred. The demand is still heavy, as big consumer sales are expected during the coming spring. Heavy sales of tea continue, and owing to the firm market, firms who put up package teas are contemplating raising their prices whether there is a duty imposed or not; they have simply been holding off, hoping to make both advances together.

SUGAR.—The market on B. C. sugar is up 10c a bag, but in Manitoba only. At time of writing there has been no advance in Eastern sugar. Apparently the market is very strong, and it would not be surprising if Eastern refiners did not raise their prices during the coming week, as New York has advanced both refined and raws, although visible supplies of Cuban raws increased last week. The strong market is attributed to European demand and transportation difficulties.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 80
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

Quotations in B. C. sugar ten cents bigber in Manitoba.

SYRUPS.—The price of corn syrup was advanced this week, and the market still looks very strong. Quotations now are: 2's, per case 2 doz., $2.73; 5's, per case 1 doz., $3.08; 10's, per case ½ doz., $2.96, and 20's, per case ¼ doz., $2.97; half-barrels per lb., 4.14. Large quantities of corn syrup were sold previous to the advance, and sales are keeping up, as this is syrup time. There is no change in cane syrup, and none is expected at the moment. Molasses will remain firm until a month or so, and are expected to decline considerably on the arrival of the new crop.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case ¼ doz.	2 97
½ barrels, by tbe lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon tbey are 5c case higber.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36—0 37

DRIED FRUITS.—New York reports an advance of ½c in currants, but no change has been made here, although there must be one sooner later. There is practically nothing arriving from Greece, and leave-overs have been gobbled up. It must be noted, however, that there is a limit beyond which the consumer will not go. Bulk currants at 12c is almost ridiculous, being higher than raisins. Peaches are strong, but most houses seem to have good stocks, and advances are not expected in Manitoba for some time. While there has been no change in the price of raisins, as explained in a previous issue there is very little chance of a decline. There is no change in prunes. The tendency for evaporated apples is downwards, the Ontario market being slightly easier.

Dried Fruits—		
Evaporated apples, 50's	....	0 11
Evaporated apples, 25's	....	0 11¼
Pears, 25's	....	0 12
Apricots, choice, 25's	0 11	0 15
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11½	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	0 09½	0 10⅝
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
California, 50's	....	0 14¾
California, 25's	....	0 15
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 08¾
4-cr. layers, 50-lb. boxes	....	0 08½
Prunes—		
90 to 100, 25s	....	0 07¾
80 to 90, 25s	....	0 08¾
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10
40 to 50, 25s	....	0 11¼

DRIED VEGETABLES. — Japanese beans are being quoted as follows: 3-lb. pickers at $4.40, and hand-picked $4.60. They are reported scarce, and of excellent quality. Sales are not very big, as prices are too high.

Beans—		
Choice, white, hand-picked, per bush.	4 35	4 50
Fancy, hand-picked; bushel	....	4 60
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 96 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 000	6 25
Sack, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—The market is getting stronger every day, the primary market being about 10-12c per ton higher than in December. In cases where big contracts were made at old prices, there are not likely to be any higher quotations in Manitoba. Tapioca and sago are very strong, and it is only a matter of weeks when they will be advanced, and very materially, due to transportation difficulties. The demand here for tapioca is exceptionally good.

Rice and Taploca—		
No. 1 Japan, per lb.	....	0 06½
No. 2 Japan, per lb.	....	0 04½
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	0 08¼	0 08¾
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06	0 07

COFFEE.—The market is stronger this week due to high freights and scarcity of shipping room in Central South America.

Coffee—		
Green coffee, No. 7 Rio	0 12½	0 12¾
Green coffee, No. 5 Rio	0 13½	0 14
Green Santos	0 16½	0 16¾
Roasted Rio	0 17¼	0 18½
Santos	0 21½	0 22½
Maracaibo	0 24	0 26
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—No change in this market worthy of mention.

TEAS.—Sales continue very heavy in anticipation of a duty. There have been heavy arrivals and big stocks are being carried both by wholesalers and retailers. The market holds very firm, and will have to be advanced on both Indians and Ceylons regardless of whether there is a duty on it or not. One house has been holding their prices down on package teas from week to week to see if a duty was imposed, their intention being to make only one advance when it took place. On account of the strong market, a big advance is certain.

CANNED GOODS.—It is noted here that Montreal jobbers are cutting prices to the core in order to get business. Somewhat the same thing is being done here, although with less show. Many houses are selling at prices lower than canned goods can be brought into Winnipeg. While the market for evaporated apples is tending downward, there is no chance of gallon apples doing the same.

B.C. MARKETS

By Wire

Vancouver, B.C. Feb. 10th.—The demand for Green stuff and fresh vegetables has stiffened during the last week. The California floods and local shortages have served to intensify the ordinary winter demand, and it now looks as though the consumer will have his choice of high prices or a can opener. Choice dessert apples are reported scarce. Eggs, butter and cheese are firm. Potatoes are believed to be at top prices. Dealers ask $30 a ton for the best grade of Ashcrofts and $25 a ton for Chilliwacks. Onions are $2 to $2.50.

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Alta., Feb 10th.—Local potatoes are now fifty-five cents bushel, California grapefruit is about over. Oranges are quoted $4.00 to $4.50; B. C. onions are up to $45 a ton. Lemons now fetch $4.75 to $5.25. Creamery butter up a cent at 37c. Evaporated apricots are now quoted 12 to 15 cents. Sago, tapioca is worth 7 cents, dried green peas 7½ cents.

All other cereals firm. Cocoanuts are up a cent a pound. Peas and corn are up 10 cents a case; currants, dates, raisins all tend upwards. Singapore pineapple growing difficult to procure. Scarcity of canned milk likely to be more pronounced soon.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 40	3 50
Molasses, extra fancy, gal.	....	0 67
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	....	0 55
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 21
Butter, creamery, lb.	....	0 37
Butter, No. 1, dairy, lb.	....	0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48x1s, cs.	....	10 00
Salmon, pink, talls, 48x1s, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 12	0 15
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.	....	0 04½
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	4 00	4 50
Onions, B.C., ton	....	45 00
Lemons, case	4 75	5 25

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, Alta, Feb. 10th.—Alberta jobbers held a meeting at MacDonald Hotel, Monday, to discuss business generally, also with the idea of forming Guild. Tie up on western roads is cleared. Freight is coming through, weather is improving, sales are increasing, considerable grain is moving, money is freer.

General—		
Beans, Ashcroft, lb.	....	0 06¼
Beans, white navy, per bush.	....	4 20
Bran, ton	....	18 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 35	0 45
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.65; 80's	....	1 75
Flour, fancy patents, 98-lb. sack	....	3 50
Flour, seconds	....	3 00
Rice, Siam, per cwt.	....	4 15
Shorts, ton	....	20 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 19¼
Bacon, lb., 20c; bellies, lb.	....	0 20½
Butter, creamery, per lb.	....	0 32
Butter, dairy, No. 1, 32c; No. 2	....	0 26
Eggs, extra, per doz.	....	0 40
Eggs, No. 1	....	0 32
Eggs, No. 2	....	0 30
Lard, pure, 3's, per case	....	9 00
Lard, pure, 5's, per case	....	9 85
Lard, 10's, per case	....	9 75
Lard, pure, 20's, each	....	3 23
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Peas, standard, 2 dozen	....	2 20
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., Feb. 10th.—Poultry is scarce and prices higher, twenty cents quoted for chicken; No. 1 dressed turkey is twenty-eight; lemons sell for $6.00 No. 1 dairy butter is now 28c; rice sells for $4.35. Japan teas have advanced two cents.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 36
Butter, dairy, No. 1	....	0 28
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 45
Eggs, fancy, storage	....	0 35
Eggs, good, storage	....	0 30
Lard, 3's, per case	....	10 00
Lard, 5's, per case	....	9 95
Lard, 10's, per case	....	9 90
Lard, 20's, per case	....	3 30
General—		
Beans, Ontario, white, per busb	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Flour, 98's	....	3 40
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, 100 lb.	....	2 50
Sugar, standard, gran., per cwt.	....	7 74
Sugar, yellow, per cwt.	....	7 34
Tapioca and sago, lb.	....	0 07¾
Walnuts, sbelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Coboes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Wasbington, bbl.	....	1 75
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	6 00
Navels	4 00	4 50
Potatoes, bushel, B.C.	....	0 90
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, N.B., Feb. 10th.—Trade in the Maritime Provinces shows signs of picking up. February promises to be brisker than was January. Wholesalers are well satisfied with general situation. Big drop in new laid eggs is reported; they are now quoted 34 to 35c. Case eggs are worth 30 to 31; Molasses is dropping to 45 and 46c.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 80	3 35
Pork, American clear, per bbl.	26 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 34	0 35
Eggs, case, per doz.	0 30	0 31
Lard, compound, per lb.	0 13	0 13¾
Lard, pure, per lb.	0 15¼	0 15½
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	8 05
Flour, Ontario	7 10	7 35
Flour, buckwbeat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	....	5 50
Lemons, Cal., box	3 00	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	6 70	6 76
United Empire	6 60	6 65
Brigbt yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps	....	7 75
Lemons, Messina, box	....	....
Beans, yellow eyes, per bush.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 45	0 46
Cream of tartar, per lb., bulk	0 45	0 53
Currants	0 12	0 13
Rice, per cwt.	4 90	5 00

RED ROSE TEA CO. DINNER

The Red Rose Tea Co., gave a dinner to their Ontario travellers and their wives, and heads of departments, at the King Edward Hotel Saturday night, February 5th.

The origin of this dinner is rather interesting. During September and October, 1915, the travellers' sales were exceeding those of the same months of 1914, and the firm promised the travellers that if they would beat, during the months of November and December, the sales for the same months of 1913, they would put up a real high-class dinner. It was some proposition to place before the men, as these two months were record months in 1913, but the above information about the dinner shows that the men were sucessful.

The outstanding features of the dinner were papers read by Messrs. B. E. Miller and R. W. Vout, the two travellers who have been the longest in the service of the Ontario Branch, also talk to the men on various subjects by G. H. Campbell, Manager of the Ontario Branch.

The program for the evening was furnished entirely by members of the staff, Messrs. Frank Jones and C. T. Miller singing, F. Leech reciting a very oppropriate piece, and Crompton Jones, one of the city travellers, officiating at the piano, which, next to his ability to sell Red Rose Tea, is his best accomplishment.

A vote of thanks was sent to T. H. Estabrooks, the President of the company, with the statement that there would be more records broken this year.

Charles Furness and Frank Jones who have recently enlisted were very welcome guests at the dinner.

CAMPAIGN TO BOOST FISH

(Continued from page 20.)

Consequently, instead of progressing, the industry has continued to languish for many years.

"From our geographical position none should be able to compete with Canada, especially in pickled herring; but we have the anomalous condition that the United States and Canada as well are being supplied to a large extent from Europe."

Mr. Hazen referred to the fact that our fishing industry had been slow in developing. He attributed this to the fact that we do not as a people properly recognize the value of fish as a food. This, he said, was being remedied.

The Minister's speech made a great impression on the assembled guests through the force and vigor of the ideas expressed. Toasts were also tendered to "Our Guests," "The Press," etc.

The fact that Canadian Grocer had volunteered to devote a special number to the Fish Day movement was mentioned and favorably commented on.

A programme of music, interspersed the addresses, and the gathering was declared by all to be an immense success.

FOLLOW THE MARKETS—SAVES MONEY

(Continued from page 27.)

The Retailer's Chance

If the dealer must lose on the goods in stock when the market drops, why should he not gain when the prices advance? If, for example, he has on hand or on order an extra supply of sugar when the market advances, why should he not take advantage of the new price? The wholesale cost should govern at all times. When it drops, the merchant must lose, and when it advances, the retailer should take advantage of it by raising the price of the stock on hand.

A close watch on the market reports and a careful study of current events will mean dollars to the grocer, especially during the war.

ADVERTISES FOR HOME BAKING TRADE

(Continued from page 21.)

Some people say it will make two blades of grass grow where only one grew before. We keep on advertising all the year round, and we have an idea that we get fairly good returns from it.'

"But advertising, you say, is only to get trade. You've got to hold it some other way. Well, that's up to the merchant. He must do as Porter S. White does—he must take pains to hold his trade; once he has got it. And the way a customer is treated, as well as guarantee the purity of his goods, is about the best policy for a grocer to adopt as an aid to his advertising.

"But, lest the reader forgets, note this one fact: Porter S. White advertises all the year round—not spasmodically."

EXPORT TRADE DEVELOPMENT

As an instance of the growth of Canadian trade with Great Britain since the war may be cited the case of the Dominion Glass Co., which has developed a heavy export trade in bottles for extracts, perfumes and various lines since the war. The greatest difficulty is said to consist not in a lack of business or ability to handle it as in getting shipping space on ships.

Farmers' Clubs Buying Direct

General Merchant Thinks This Should Not Be the Case—What He Proposes to Stop Wholesalers Selling Direct—Retailer Plays Prominent Part in Solving Difficulty — What Service Means

EDITOR, CANADIAN GROCER,—I have read with great interest, your paper, since I became a subscriber to same and have found a great deal of solid good reading. I might say we have a "Farmers' Club" down here also. There are not only myself, but five other general merchants in this district, some being affected worse than I am.

I have studied this club with great care and have found out some very interesting things. In the first place it is a prominent part of their policy to try to "bulldoze" the merchant. This they are doing and how can we help it if the wholesaler sells as cheaply to them as he would to us—which he does. I can give the names of three firms all large wholesalers which have sold to them direct. The only solution I see for this is, for the retail trade every one to a man to discontinue buying from these wholesalers who are found out from time to time. If this were done the manufacturer would soon stop selling to them. To draw an illustration: A prominent oil company sold to this club here, 1 barrel of heavy black machine oil also 1 case 25c (——) axle grease at exactly what it cost me. I had been this company's representative here until they did this. I stopped dealing with them immediately. Now if every dealer would do this where would the oil company go to? It is the only solid solution I see for it and the sooner a step is taken the sooner we will be through with them.

ONTARIO READER.

The writer of the above letter will have the sympathy of every merchant who has to contend with Farmer's Clubs buying some of their goods direct. Canadian Grocer does not of course lay all the blame on the farmer. While it may not be the case in regard to the general merchant who has written this letter, yet in a great many cases, the merchant himself is partly to blame for farmers not purchasing all their goods in the home town stores. If the retailer keeps the goods the farmers require, if he advertises them effectively, whether it be through personal conversation, and if he gives the farmer a good service and good goods at reasonable prices, he is entitled to receive the support of the farming community.

Some farmers, however, overlook the fact that it costs something to do business. They find out, for instance, that the merchant is charging them 10 cents for an article that they can buy direct for 8 cents and they think that the merchant is a robber. They overlook the fact too that without the home-town merchant and the home-town store they would be greatly inconvenienced every week in the year; that without them too, the values of their farms would not be as great; that they would not get as good prices for their produce; that they would not have the same educational facilities for their children and that indeed life would not be nearly as enjoyable. In spite of these considerations and the chief one is that these stores are absolutely necessary, they still persist in buying wholesale wherever they can, and thereby doing the retailer out of legitimate business. In this they are sometimes aided by wholesalers who are running with the hare and hunting with the hounds.

The contention is also made by people who know little about the grocery business that retailers are making big profits. This is of course not true. Competition is too keen and prices are too well established for that. It may be in particular cases that a retailer charges more than he should because he is not fully acquainted with the cost of his goods, but there are other cases where he is not charging enough to cover his invoice cost and cost of doing business. That there are few millionaires among retailers substantiates this contention.

Canadian Grocer again reiterates the contention that the retailer in the country district should study closely his farmer customers, should keep them interested in the home town and should give them a service which cannot be duplicated by distant catalog or wholesale houses. This will go a long way to prevent the establishment of Farmer's Clubs which buy from distant houses a few goods at low prices, but where service and credit facilities are usually entirely lacking.

Henry Jones, grocer, Welland, Ont., has sold to J. H. Beaver.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Could we trouble your service department for names of some of the larger buyers of potatoes in Toronto?

Fort George, B.C. J. J. A. M.

Edit. Note.—This information has been forwarded.

* * *

Editor Canadian Grocer.—Will you send me a Customs Tariff, one with a fairly good binding? If you do not publish this we would be glad to have you procure it for us.

Regina, Sask. M. G. C.

Edit. Note.—This, we are informed, is available only from the Customs Department at Ottawa. Send 20 cents for it.

* * *

Editor Canadian Grocer.—Kindly inform us where we can buy peas put up by T. S. Todd, or give us T. S. Todd's address. These are French peas.

Haileybury, Ont. F. C. P.

Edit. Note.—This, we believe, should read J. S. Todd. Where they can be procured has been forwarded to inquirer.

* * *

Editor Canadian Grocer.—Will you kindly let us know on what goods a grocer handles the war tax stamp has to be placed, and oblige?

Guelph, Ont. BENSON BROS.

Editorial Note.—Every bottle or package containing a proprietary or patent medicine, perfumery, wines, non-sparkling, and champagne, and sparkling wines is subject to the payment of the war tax. While all these lines are sold in some instances by grocers or general merchants, the chief one, so far as most grocers are concerned, would be the proprietary or patent medicine, which include such proprietary medicines as emulsions of several kinds, hypophosphates, pain killers, ready reliefs, electric oil, pills for various purposes and proprietary stock medicines for animals, such as liniments, salves, egg producers, fly-chasers, etc. In fact, everything is taxed which has a registered number under the Patent Medicine Act. The tax amounts to 1c for every 25c worth of patent medicine sold.

On wines the tax is 5 cents per bottle.

FRUIT AND VEGETABLES

Advance in Fruits: Potatoes Easier

Oranges, Lemons, Apples and Bananas Up—Potatoes Show Slight Easement in Toronto — Montreal Still Higher-wards—Celery Advanced.

MONTREAL

FRUIT.—The week's auction sales have been marked by several advances that are indicative of the whole state of the market which is firm owing to a fair demand on top of a shortage of stocks in some lines. Bananas are very scarce and have advanced 50c over the highest level of the old range and are now being offered at $2.70 a bunch. There is a very strong market for lemons, which are very scarce. There are none on the market for less than $4.50 per box, but a decline in price is looked upon as certain to occur as soon as the shortage of spot stocks is made up. Apples have moved up on an average of from 25c to 35c higher although a considerable range of values exists. No. threes show the greatest activity. No. ones and twos are very strong, and any change in them is likely to be an upward one. There is a big scarcity in Spies and Russets and the whole apple market is stronger as a result of the firmness in oranges which has caused apples to move more freely.

Oranges are very strong at prices as per list and expected to remain so in spite of increased shipments from producing centres. The market in U.S. and Canada has been so depleted as a result of the stopping of shipments in the past few weeks that incoming shipments will be absorbed and used as rapidly as they appear. Although shipments are approaching normal from California points, no declines are reported from there. Grapes are very strong here at an advance of $1.00 per keg, which is still $2.00 less than New York and general U.S. quotations. Cranberries remain the same with little demand at the prevailing high prices.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	5 00	7 00
Ben Davis	4 00	4 50
Russets	4 50	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	2 50	2 75
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Grapes, Malaga, heavy weight, bbl.	8 00	10 00
Lemons—		
California	4 25	4 50
Verdellis	....	4 50
Messina, 300 size, box	4 25	4 50
Oranges—		
Navels	3 50	4 25
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—The feature of the vegetable market is its strength and small to medium advances in many lines. The week in the potato market has been marked by a further advance of 5c on Green Mt., which are now $2.15. Other lines of potatoes have not advanced but all are very firm as the demand continues good in face of a general shortage and good demand in this market at other points. Spanish onions are very scarce on this market, have advanced 50c, and are now selling at $6.00 a crate. Montreal onions have declined $1.00 on account of the poor quality of those offered. They are now offered at $3.00. Beets are $1.25 a bag, an advance of 25c. There is a good demand at this price as stocks and supplies are light. California celery has advanced 50c, and is now being offered at $7.50 a crate. It is very firm at this price although Florida celery for the first time this season has appeared on the local market, and is quoted at from $4.50 to $5.00. Leeks are a little scarce and 5c higher. Prices remain the same for all kinds of lettuce with conditions unchanged. Cucumbers are back at their former level of $2.50 as a result of a transient condition of the market. Rhubarb has advanced 25c, and is in good demand at the new figure of $1.50 per dozen. Watercress is present in great abundance, and at unchanged prices. Tomatoes, both hot-house and Cuban are scarce, but owing to the present range of price on them there is a very slight volume of trade passing in this line, so the lack of demand prevents the scarcity from being felt in any material way.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 14
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red loz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	7 25	7 50
Celery, Florida	4 50	5 00
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 20	0 25
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 00
Spanish, crate	....	6 00
Parsnips, bag	0 75	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 10
Green Mt.	....	2 15
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 50	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	0 30	0 35
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Trade is fairly active on the market now, having taken a spurt this last week. Navel oranges are arriving more freely now, but, notwithstanding this, ample demand raises levels somewhat. We now quote $3.50 to $4.25. Florida oranges have taken a leap, too, and an appreciation of half a dollar is recorded in their quotation. Stocks on spot are low. A couple of cars of Florida grapefruit arrived on day of writing and were eagerly snapped up. Quality is excellent. Cuban stuff is higher on limited supplies. Incidentally, this has been an excellent season for grapefruit; each year betters it's predecessor in this regard. Bananas are up another quarter: short stocks the cause. Some hothouse rhubarb made its appearance this week and sold quickly at around $1 per dozen bunches. Some went for 75c. Two tanks of Florida strawberries also came in, lowering market level somewhat, and selling to responsive trade at 40c

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 50
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 25	4 25
Cuban, case	3 50	3 75
Oranges—		
Florida, case	3 25	3 75
Navels	3 50	4 50

(Continued on page 40.)

PRODUCE AND PROVISIONS

Cheese Higher: Butter Trifle Easier

London Cables Report Advances of Cheese There — Eggs Will Likely Stiffen if Cold Snap Continues—Poultry Deliveries Short—Pure Lard Lower in Toronto.

MONTREAL

PROVISIONS—Prices in this line are unchanged and demand is fair with a very firm undertone to the market. This is felt to be due to the fact that there is no surplus of packing house products which operates toward firmness of market in the face of a small volume of trade passing. Lards continue to be the centre of interest.

Hams—		
Small, per lb.		0 21
Medium, per lb.		0 20
Large, per lb.		0 19
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 29
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		28 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14½
Tubs, 50 lbs. net		0 14¾
Tins, 50 lbs. net		0 14¾
Pails, wood, 20 lbs. gross		0 15
Pails, tin, 20 lbs. gross		0 14½
Cases, 10 lbs., tins, 60 in case		0 15¼
Cases, 3 and 5-lb. tins, 60 in case		0 16¼
Bricks, 1 lb., each		0 16¾
Lard, Compound—		
Tierces, 375 lbs. net		0 12¾
Tubs, 50 lbs., net		0 12¾
Tins, 50 lbs., net		0 12¾
Pails, wood, 20 lbs., net		0 13
Pails, tin, 20 lbs., net		0 13
Cases, 10-lb. tins, 60 in case		0 14
Cases, 3 and 5-lb. tins, 60 in case		0 13¾
Bricks, 1 lb., each		0 14¾
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—Prices remain unchanged but there has been a slightly easier feeling in this market. Although it is felt that there is no more butter on hand than will suffice for local needs until new make comes in and in some quarters it is stated that stocks will require replenishing from the outside. In proof of this is cited the fact that spot stocks on Jan. 1st this year were almost identical with those of the same period of last year, less than 48,000 packages in each case. Last year it was found necessary to import some thousands of packages of American creamery butter in order to eke this amount of local stocks out.

Butter—		
Finest creamery, September make		0 36
Finest creamery, fresh made		0 34
Dairy prints		0 28
Dairy, solids		0 27
Separator prints		0 26
Bakers		0 23

CHEESE.—This market is very firm as a result of a general condition of light stocks and a good demand that is increasingly evident coupled with another advance of one shilling on London landed terms which are now ranging from 97s. 6d. to 100s. for tops in colored cheese only. Local spot stocks remain light which accounts for the continuation of the present high range of values which has also induced a heavier trade than usual in winter cheese. Small factories in this vicinity that are usually closed at this time of year are still making small cheese, which fact it is felt is all that prevents a higher range of values being in force here.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

EGGS.—New laids have reacted following the sharp drop of the week before advanced one cent, and are now being offered at 36c per dozen. They are very firm at this price as supplies coming in from the country are not sufficient to take care of present demand. Bad weather and resultant bad roads have discouraged country travel, but it is felt that with a resumption of travel a lower range of prices may be predicted as long as severe weather holds off.

Market for storage eggs is less firm as a result of the throwing on this market of some stocks of American eggs that were originally intended for export until market conditions in England made shipment of these stocks out of the question.

Eggs, case lots—		
New laid, stamped		0 36
Selects		0 30
No. 1's		0 27
No. 2's		0 25

POULTRY.—Poultry prices remain unchanged but very firm in spite of the fact that a higher range of prices is in effect to-day than has ever existed before at this season in the memory of the trade. It is felt that any changes that may occur are more likely to be upward than downward. Some lines are scarce, notably turkeys and fancy chickens but none are plentiful and inquiries from other quarters suggest that this condition is general.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 18
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Prices remain unchanged, demand is quiet with the normal amount of trade passing and no changes in the general situation of any note.

Honey—		
Buckwheat, tins		0 07
Strained clover, 60-lb. tins		0 10½
Strained clover, in 10-lb. tins		0 11
Strained clover, in 5-lb. tins		0 11½
Comb honey, No. 1, doz.		2 50
Comb honey, No. 2, doz.		2 00

TORONTO

PROVISIONS. — The market this week shows inconsistencies. For instance, hams generally are higher, medium and heavy both being up a cent. Breakfast bacon, however, is down a cent. Fat backs, in the dry salted stuff, are higher. Long clear bacon remains stationary. Pure lard prices are slightly lower; compound shows no change.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 19	0 20
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 21
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14	0 14¼
Pails	0 14	0 14½
Tins, 3 and 5 lbs., per lb.	0 14½	0 14¾
Bricks, 1 lb., per lb.	0 14¾	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12¼	0 12¾

Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—For the moment there is a slight tightening of the range of creamery prints, and that is about the only feature. There appears to be an easier feeling for the moment, though why it is hard to say. Supplies are none too heavy, and as dealers have not been buying very heavily lately the inference is that they will be doing so shortly; hence one might suppose a somewhat firmer tone.

Butter—		
Creamery prints, lb.	0 35	0 36
Dairy prints, choice, lb.	0 33	0 34
Dairy prints, lb.	0 29	0 31
Bakers	0 24	0 25

CHEESE.—On cable advices from London indicating once more a jump in prices, market immediately firmed up here. Effect was higher prices by ½c to 1c. Export demand is, as ever, the dominating factor. In addition, domestic demand has added its impulse to market trend. Stocks are light; demand is in advance of usual winter call. No lapse in levels is talked of; but, then, advance in cheese is an old story now.

Cheese—		
Large, per lb.	0 19	0 19¼
Twins, per lb.	0 19¼	0 19½

EGGS.—No change is made in our quotations this week. If anything new laids are quoted a trifle high at 38, but the lower price of 35 also quoted provides the other extreme. Colder weather once more has succeeded, and though today's price is 36c, that will not last if cold weather continues. "No hen can do its duty in this weather," said a dealer this morning, "You can't blame it!" Probably price will touch 38 this week. Poor transportation facilities, i.e., bad state of roads, hampers deliveries some. There is no change in storage, except it be that a somewhat easier feeling is to be observed.

Eggs—		
New laids, specials, in cartons	0 35	0 38
Extras	0 32	0 33
No. 1, storage	0 29	0 32
No. 2, storage	0 25	0 26

POULTRY.—No change is to be remarked. Firmness prevails all round; chicken and fowl are particularly in demand, but no price changes occur.

Poultry—	Live	Dressed
Old fowl, pound	0 13—0 15	0 13—0 15
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—Market pursues the even tenor of its course. Slight drop has stimulated trade slightly.

Buckwheat, tins	....	0 07½
Strained, clover, 60-lb. tins	0 11½	0 12
Strained, clover, in 10-lb. tins	0 12	0 12½
Strained clover, in 5-lb. tins	0 12	0 12½
Comb honey, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—On account of the continued stormy weather and poor transportation facilities, receipts of live hogs continue light, which is reflected in a further increase in the price. Live hogs are now quoted at $9.35, and are expected to go up to $9.50 per cwt. When the weather is more conducive to shipping, there should be a heavy influx and an easier market. The only changes are in boiled hams, which are 28-29c, and boiled shoulders, which are 23-24c. Sales of butter to the retail trade have somewhat picked up, but there is not much activity in a jobbing way. Winter make is steadily increasing, and creamery is selling to stores at 37c. As regards eggs, at present writing the market is caught short. American eggs, which were on order to meet the present demand, have been held up by the weather; therefore, prices are showing a temporary advance, which will probably be maintained owing to the fact that the American market on fancy Aprils, such as are being brought forward, are reported scarce. As regards cheese, there is very little to say this week.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	26 00
Lard, Pure—		
Tierces	....	0 14¾
Pails	....	2 92
Cases, 10s	....	9 00
Cases, 5s	....	9 08
Cases, 3s	....	9 15
Cartons	....	0 15½
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20½

WHO CAN BEAT THIS FISH YARN?

The story has often been told that on an occasion when father and son were fishing for cod in Newfoundland waters, the parent, due to the intense heat prevailing, threw off his sleeve waistcoat which unfortunately missed the boat they were in and fell into the sea. The old man lamented very much the loss of his comforter, in the pocket of which he carried his pipe and tobacco. Everything was going along smoothly, however, and much cod was being taken aboard, when to their surprise and pleasant astonishment, so the story goes, the boy pulled up a big one wearing his father's checkered garb and pulling hard and fast at the clay pipe it found in the pocket.

"STARRED" FISH

The new motion pictures of undersea depths have caught a variety of fish that is marked in a way similar to the U. S. flag, with a varied assortment of stars and stripes on it.

FRUIT AND VEGETABLES

(Continued from page 38.)

Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 35	0 40
Tangerines, case	2 00	2 50

VEGETABLES.—On better supplies of Florida celery coming in, price dropped a trifle and quotation is now $3.75 to $4.25, and the latter is the more likely. Cauliflower is selling freely at $3.50 to $4.00 a case. Supplies are not by any means adequate to demand; hence high levels. Onions show little change, except the introduction of green onions, which go for 20c and 25c a dozen bunches. Potatoes remain steady, and if anything are slightly lower; at present sale is none too good at high figures quoted. The vagaries of the potato market have about run out; retailers are said to be fairly well stocked, and some men on the Street talk lower prices. Parsley is now selling at $1.25 to $1.40. Parsnips have firmed up a trifle to 80 cents. Cabbage is also up a quarter to $1.50.

Cabbage, new, bbl.	1 25	1 50
Beets, Canadian, bag	0 60	0 80
Carrots new, bag	0 75	0 80
Cauliflower, case	3 50	4 00
Celery, Cal., case	6 75	7 00
Celery, Florida, case	3 75	4 25
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
No. 1, bag	1 00	1 75
Spanish, large case	4 90	5 00
Green, doz. bunches	0 20	0 25
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	2 50	2 75
Parsnips, bag	0 75	0 80
Parsley, doz.	1 25	1 40
Potatoes—		
N.B. Delawares, bag	2 05	2 10
British Columbia, bag	1 85	1 90
Ontario, bag	....	1 85
New, hamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lh., No. 1, 30c; No. 2	....	0 25
Tomatoes, Florida, crate	3 75	4 50

WINNIPEG

FRUIT AND VEGETABLES.—Quotations this week differ little from those of a week ago, and there is practically nothing new arriving. Florida strawberries are cheaper by 5c per qt., being offered now at 60c. Squash has jumped to 5c per lb., and an advance has taken place in the price of California celery, which is now offered at $1.50 per doz.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, puart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washington box apples	1 50	2 25
Navel oranges, case	3 25	4 25
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	12 50

VEGETABLES.—

Cabbage, per lb.	....	0 01½
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	0 85	0 85
Manitoba potatoes, sacked, carloads	....	0 83
Garlic, per lb.	....	0 23
Squash, per lb.	....	0 64
Turnips, bushel	....	0 45
Pumpkins, per lb.	....	0 05
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	6 50
Red Globe onions, lb.	....	0 03½
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Cuban tomatoes, case	....	7 50

FISH AND OYSTERS

Haddock and Lobster Higher

Eastern Market Reports Increases in These—Pickled Lake Trout Higher in Toronto—Perch, Pike and Maskinonge Coming—Native Shell Oyster Supplies Exhausted.

MONTREAL

FISH AND OYSTERS.—The feature of the week is the definite announcement that the Federal Government has placed an order for 300,000 lbs. of fresh and frozen fish, 75,000 lbs. of which will leave this country at once. It is expected that these shipments will have a strengthening effect on the market, as making a considerable hole in stocks in sight.

Trade in general is steady, without any salient features other than a few advances. Haddock has advanced ½c, live lobsters have gone up 8c, cod ½c pike and maskinonge. Lobsters are keeper has tended to keep prices down. Fresh fish from Atlantic coast points are still arriving as well as fresh river fish from inland points. Last week was noteworthy for its deliveries of perch pike and maskilonge. Lobsters are keeping scarce and very high. Supplies of of native shell oysters are now completely exhausted and the trade is being furnished from the States. Bulk oysters are quiet and prices on the producing grounds are a trifle easier.

TORONTO

FISH AND OYSTERS. — The Government's announcement as to large order of fresh and frozen fish to leave Canada immediately will have, it is thought, a stimulating effect on prices. The word "immediately" is important. No where in the country are stocks over-heavy, and market demand has requisitioned supply right along; further inroads—as, for example, this governmental order — will naturally firm up levels. Chicken halibut is coming in more easily and we quote around 10c. which is a slight decline from recent quotations. There is a good demand for salmon, Qualla praticularly being called for. Lobsters are easier, on better supplies coming, but are not actually lower. Cod is firmer, on limited stocks. Lake trout, pickled, is considerably higher, and we quote around $7.75, which is high, if anything. General business is fair to middling, orders being somewhat larger and bulkier at this time. Hotel trade is good.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 60
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	2 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	6½— 7	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	7 — 7½	9 —10
Herrings, each	3	3
Flounders	6	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 33
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or round, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.06-.06½	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	7 75
Quebec sardines, bbls.	0 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	12 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Dealers are expecting a bigger supply of herrings, which will probably have the effect of reducing quotations. It will be remembered that these were advanced last week to $2 per box. The warmer weather is given as the cause of the extra supply arriving. There is little dressed poultry in stock this year, and this applies as well to U. S. A. and the East. Thus there are bound to be advances, as the demand is heavy. Very little live stock is arriving here. Those who have live stuff are holding it for laying or hatching.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 05
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 80
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

FLOUR AND CEREALS

Good Demand for Mill Feeds

Curtailment of Flour Mills' Output Responsible—Cereals Somewhat Easier—Freight Tension Temporarily Relieved in Montreal—Ontario Oats Trifle Lower.

MONTREAL

FLOUR.—Prices in spring wheat flour remain unchanged but inclined to be erratic as a result of last week's movement in spring wheat. Demand is fairly good and a medium volume of business is passing for the time of year. There is an easing of the freight situation due chiefly to a cleaning up of back orders of flour so that congestion is no longer acutely felt. The recent snowfall is expected to help all lines as the bad condition of country roads has prevented outside merchants from unloading cars and so held back repeat orders.

Winter wheat flour is firm and unchanged. Higher quotations have been recorded but no sales except at the old price.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 30
Second patents	6 80
Strong bakers	6 60

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 05	6 30
90 per cent., in wood	5 80	6 00
90 per cent., in bags	2 90	3 00

CEREALS. — Demand is improving and there is a good volume of business passing. Oats remain the same fluctuating to a slight extent only. Market is firmer than last week as a result of the completion of stock-taking and increased buying.

Cornmeal—	Per 98-lb. sack.
Gold dust	2 50
Unbolted	2 25

Rolled Oats—	90's in jute.
Small lots	2 90
25 bags or more	2 65
Packages, case	4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS. — Feeds are unchanged in price with demand fair and the general situation unchanged except for an improvement in the country roads which will tend to improve conditions and lessen railroad congestion.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 90
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 58
Feed wheat, bag	2 60

TORONTO

FLOUR. — Grain prices this week showed some disposition to weaken. No. 1 Northern took a downward track and in four days dropped four points, from $1.27 to $1.23. Supplies of milling and feed grains are fairly plentiful at country points and demand is good from overseas, but the freight embargo, of course, is responsible for that strength which characterizes the market, limiting shipments to small proportions. Flour men find it harder than ever to arrange shipments overseas. They can get railways to carry it to seaboard only when they can present a guarantee that it will be immediately loaded on board ship. Freight rates continue high.

Ontario winter wheat is marked down ten cents on the board to-day. Demand is quieter, domestically. Nevertheless there is good buying for this time of the year.

Manitoba Wheat Flour—	Small lots. per bbl. of 2 bags	Car lots.
First patents	7 40	7 20
Second patents	6 90	6 70
Strong bakers	6 70	6 50
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	5 00	4 80

CEREALS.—This market shows little feature. Oats show no disposition to weaken, levels being well supported though no higher. Domestic and foreign demand are both good. Barley is said to be scarce. Buckwheat is a slow seller. Rye is in demand, particulary for export account.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

MILL FEEDS.—Because mills have curtailed the output of flour mill feed production became scarce. In face of steady demand prices are being firmly held, and bran is up a dollar. Ontario oats have dropped a trifle and quotations are now 43 to 44c.

Mill Feeds—	Mixed cars per ton
Bran	25 00
Shorts	26 00
Special middlings	27 00
Feed flour, per bag	1 75
Oats—	
No. 3, Ontario, outside points	0 43 0 44

WINNIPEG

FLOUR AND CEREALS.—The price of first patents remains at $7 per barrel. The wheat market continues very firm, and consequently flour is equally strong. Cornmeal has advanced 10c, and is now quoted at $2.65. This is contrary to expectations, as it was anticipated that a decline would take place last month. Millers explain that it was necessary for them to draw corn this year from points further south, which accounts for the increased cost. Oatmeal is up to $3.25 in sympathy with rolled oats, which are again firm at $2.45. Many millers are reported having difficulty in securing good milling oats.

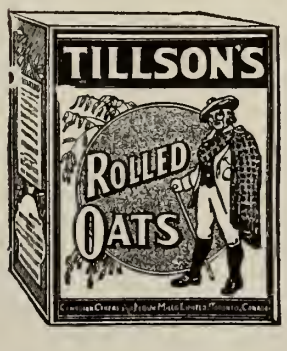
Flour—	
Best patents	7 00
Bakers	6 90
Clears	5 80
XXXX.	4 70
Cereals—	
Rolled oats, 80 lbs.	2 45
Oatmeal, standard and gran., 98 lbs.	3 25
Cornmeal	2 65
Feeds—	
Bran, ton	18 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	30 00

ADVANCE IN INSURANCE RATES

Ocean shipments to the west coast of Africa by way of Cape of Good Hope, and also to Australia and the Far East by that route have advanced 300 per cent. in their insurance rates since the Appam incident disclosed the presence of an enemy raider on that route. The Cape route had attracted a large amount of shipping as a result of the developments in the Suez route, so a considerable amount of shipping and cargoes are affected by the latest advance.

SUBMARINE FISH

There is a submarine fish fully rigged with a natural periscope, which in this case is the upper half of the fish's eye, which is so constructed as to allow it to see above water, while the immersed portion of the eye takes in under water surroundings.



Quality—then Price "Our Motto"

The quality that never varies, the quality that is never sacrificed to price—that's the Tillson Standard. We pride ourselves in the fact that no matter what the market condition, our patrons can confidently depend on the same high quality being maintained.

This uniformity means much to you in that it eliminates possible customer dissatisfaction.

Every Tillson product is a seller, and a display of these widely known cereals and flours will put added snap into your business.

Replenish your stock from the following trade leaders.

Tillson's Oats, Tillson's "Scotch" Fine Cut Oatmeal, Tillson's "Scotch" Health Bran, Rainbow Flour—For Bread, Gold Seal Flour—For Pastry. Get our Free Window Display. It brings you the initial sales—the beginning of the steady run of re-orders.

Our Motto—Quality, then Price

Canadian Cereal & Flour Mills, Ltd.

TORONTO

Let us convince you

If you could fully realize the splendid selling qualities of the

Lytle Line

you would begin to-day to feature these popular, quick-selling products.

Other dealers have tried out Lytle's and found them all that we claimed for them—and more. They possess qualities which never fail to pull quick, profitable results.

A trial order will convince you also. Send it to-day and make a neat window or counter display—somewhere under your customers' notice.

There is big profit in the Lytle Line—continuous profits, because first Lytle customers keep coming back for more.

That trial order will unlock the door to steady money-making business.

T. A. Lytle & Co.
LIMITED
Sterling Road, - Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delbi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN.

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

THE introduction of Gold Soap has made a radical change in laundry soap standards. It is so much bigger than the usual size and so much better than the usual quality that customers recognize its better all-round value instantly.

Grocers who take pride in calling their customers' attention to good products instead of waiting for their customers to ask for them are stocking Gold Soap.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Gold Soap advertising matter for your local use

Other Procter & Gamble products made in the Procter & Gamble factories at Hamilton, Canada, include Ivory Soap, P. AND G. — The White Naphtha Soap, Pearline, Sopade and Crisco.

BETTER BROOMS and BRUSHES

There are many varieties, but only one quality in the famous

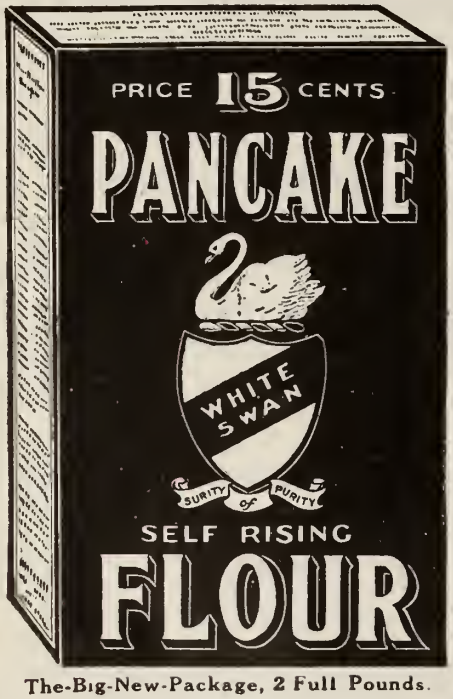
"KEYSTONE"

Brushes for all household purposes, and that quality means all that is embraced in the word "Best." Best for the housewife, for they give service and satisfaction. Best for you, Mr. Dealer, for the satisfied customer associates you with the good service she receives from "Keystone" brooms and brushes.

For prices, etc., write

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



The-Big-New-Package, 2 Full Pounds.

$1.35 Per Dozen, Nett.

A perfect blending of wheat, corn and rice flour, phosphate, bi-carb. soda, and salt, and none other.

WHITE SWAN CEREALS & SPICES, Limited
Toronto, Canada

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 .0
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans	4 50
COCOA. Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler In Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case.	

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.
Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.
Jellied Veals, ½s, $1.50; 1s, $2.50; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

TO YOU—THIS MEANS SOMETHING

We are shipping a continually increasing percentage of the

DRIED FRUITS AND RAISINS

SOLD IN CANADA

And other centers of distribution where Quality Counts.

CALIFORNIA FRUIT CANNERS ASSOCIATION

Largest Handlers of Fruits and Vegetables in the World

PACKERS OF THE FAMOUS

Del Monte

HIGHEST QUALITY FRUITS AND RAISINS

We pack all grades—
Each under a different brand.
When ordering specify
Packed by
California Fruit Canners Association.
Then you know that you receive in every instance—THE BEST SELECTED FRUIT AND THE HIGHEST POSSIBLE QUALITY FOR THAT GRADE.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

ARRIVING THIS WEEK

One Car

Extra Fancy Florida Celery
Heavy pack, well bleached

One Car

Golden Orange Brand
California Navels

One Car

Marmalade (Bitter) Oranges.

HUGH WALKER & SON

GUELPH, ONTARIO

Mr. Merchant!

Do you need the money?

Our profit-sharing system will draw cash business and new customers. It is an inducement for the public to pay cash for merchandise purchased from you.

1500 Merchants in Canada endorse our Profit-Sharing System.

We will positively give you cash on every cent's worth of merchandise you hand across your counter and only charge you 2%.

Please send me particulars of your Profit-Sharing System.

Cut out this coupon at once and mail it to us.

Name .....
Address .....
Province .....

THE MONTREAL CROCKERY CO.
LIMITED
333 St. Paul St.
MONTREAL, Que.

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 46 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30, ½ lb. 50 } Packages Mixed 3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 40

LILY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3 00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can $3.00 $2.25
No. 1 Tall Can 1.50 1.20
No. 10 Can.... .... 9.00 8.00
Picnic Can 90
All prices per dozen—F.O.B Jobbing Points.

CANNED HADDIES.
"THISTLE" BRAND
A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, ponches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 86
Forest and Stream, 1-lb. glass humidors 1 00

HAMS and BACON

Both are in good demand and both remain at last week'sprices. We do not see that they are going to be any lower for some weeks.

Order now what you want and order the "Star Brand."

We can quote you Fresh and Storage eggs at less money this week.

F. W. Fearman Co.
Limited
HAMILTON

Fresh, Ripe TOMATOES

Full car from Florida due Monday. This stock will be similar to the car of last week which gave such good satisfaction.

Marmalade Oranges

are now here and being delivered.

California and Florida Celery
2 Fresh Cars Lemons

Fish and Oysters

White & Co., Limited
Wholesale Fruits and Fish
TORONTO
Branch at Hamilton.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

—

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

A Comparison

will prove the superior quality and packing of

"St. Nicholas"

Examine and compare with other brands.

—

J. J. McCabe
Agent
TORONTO

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

WANTED

A FIRM OF MANUFACTURERS' AGENTS and brokers, dealing in groceries, provisions and produce, are open to engage the services of a salesman of more than the average ability. Kindly state in your application what product you have sold during the past five years, and the firms you have been engaged with, your age and any information that will assist us to estimate your ability. Apply Box 130, Canadian Grocer.

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 126, Canadian Grocer.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about $12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover $50,000.00. Price right. Apply Box 127, Canadian Grocer.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

MAPLEINE
is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.
ORDER FROM
Frederick E. Robson & Co., 24 Front St. E., Toronto, Ont.
Mason & Hickey 287 Stanley St., Winnipeg Man.
CRESCENT MFG. CO. SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Coupon Books
Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.

Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.
THEREFORE SAVE MONEY.
Write Your Jobber or
ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

BROOMS If you want the maximum of quality at the minimum price, write us for our proposition
American Broom Works
St. Bazile de Portneuf, P.Q. BROOMS

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50. Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready refereuce for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - -	**$2.00**
Special Western Edition - - - - -	**2.50**

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

Straight Talks from the Manager

Nothing Succeeds Like Service

IN the production of a trade journal. Canadian Grocer creates reader interest by giving its patrons just the information they want and in the way they want it, and when it is of use to them.

Practically every day we receive letters containing such phrases as: "I would not be without it for five times the price," "I consider I saved the price of it in one line of groceries," "You are surely giving us more than our money's worth," and many others no less complimentary than these.

Does this kind of a medium appeal to you?

Keep your goods and your service in the limelight through Canadian Grocer—The paper the retailers find indispensable.

THE MANAGER

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
American Broom Works 52
American Computing Co. 8
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1
Aylmer Condensed Milk Co.. 5

B

Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co.....Inside back cover
Bickle & Greening 56
Borden Milk Co. 3
Bowman & Co., J. 2

C

California Fruit Canners' Association 49
Canada Foods, Limited 56
Canadian Cereal & Flour Mills Co. 43
Chaput, Fils & Cie. 10
Clark, Ltd., W. 7
Connors Bros. 4
Crescent Mfg. Co. 52

D

Dominion Glass Co. 10
Dominion Salt Co., Ltd..... 9
Duncan & Co., John 12

E

Eckardt, H. P., & Co..... 47
Eureka Refrigerator Co..... 15

F

Fairbank, N. K., Co. .....
Inside front cover
Fearman, F. W., Co. 51
Freeman Co., W. A. 48

H

Hargreaves (Canada), Ltd... 2
Hatton, D., & Co. 16
Heinz, J. J., Co. 9

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A..... 14
Leacock & Co. 9
Lemon Bros. 51
Lightcap, O. F. 14
Lytle & Co., T. A. 44

M

MacKenzie & Morris 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Malcolm's Condensing Co....
Inside back cover
Mathieu, J. L., & Co. 48
McCabe, J. J. 51
Mennen Chemical Co., G. 4
Millman, W. H., Sons 14
Minto Bros. 2
Montreal Crockery Co. 50

O

Oakey & Sons, John 52

P

Pascall's 13
Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd.... 14
Procter & Gamble 45

R

Red Rose Tea Co. 15
Reed Mfg. Co., Evan L..... 13
Rennie Seed Co. 12
Rock City Tobacco Co. .....
Inside back cover
Root Canadian House 52

S

Shidznoka Ken Tea Guild ... 11
Smith & Proctor 6
Star Egg Carrier & Tray Mfg. Co. 10-14
Stevens-Hepner Co. 46
St. Lawrence Sugar Refining 13

T

Thum Co., O. W. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

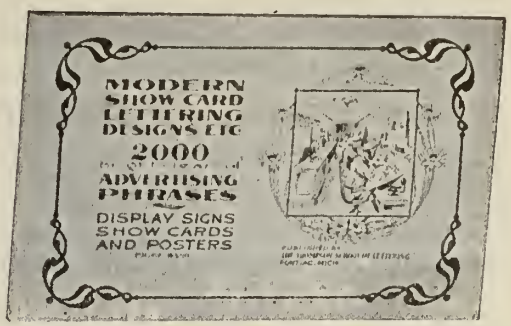
W

Wagstaffes, Limited 6
Walker, Hugh, & Son 50
Watson & Truesdale 14
Wayne Oil Tank Co. 4
Webb, Harry 14
Wethey, J. H., & Co. 49
White & Co. 51
White Swan Co. 46
Woods & Co., Walter 49

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, commonsense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is $1.00
delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and *YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

QUALITY AND STRENGTH
IN
Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders — Egg Powders
Jelly Powders — Baking Powder
Pudding Powders

Icings — Unfermented Wines and
Ice Cream Powders — Cordials
Oriental Sauces — Mince Meat
Fruit Sauces — Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

What makes King Oscar Sardines so popular?

By Special royal permission

Why is it that dealers throughout the Dominion find this particular brand of sea food an unexcelled favorite with all?

The secret is

QUALITY

—a quality obtained only by exercising the greatest care in selecting, preparing and boxing the choicest sardines to be had in Norwegian waters.

This winning quality has been systematically advertised everywhere, on bill boards and in the daily press, thus creating for "King Oscar" continued sales and handsome profits for "King Oscar" dealers.

Send a trial order for this popular line to-day. A little counter display will prove to your satisfaction that "King Oscar" Sardines are dependable sellers.

J. W. Bickle & Greening
(J. A. HENDERSON)

HAMILTON ∴ ONTARIO

POPULARITY OF GOLD DUST

means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious product, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust because it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year, making new customers for you.

The popularity of Gold Dust means more sales and profits to you if you display it in your store. Have you an ample supply on hand?

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

FIVE ROSES FLOUR

PASTRIES

PUDDINGS

DON'T MERELY SAY "FLOUR"
SAY
"FIVE ROSES FLOUR"

The only flour publicly and unreservedly guaranteed not bleached—not blended.

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

Daily Capacity—27,400 bags of 98 lbs.

In this Issue—Produce Association Convention Report.

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, FEBRUARY 18th, 1916 No. 7

"QUALITY" is the only foundation that withstands the storms of trade

The Grocer who builds his business on "quality"—who searches for "quality" in everything he buys—and who backs up "quality" with service—wins the trade and holds it.

FOR MORE THAN HALF A CENTURY

BENSON'S Prepared Corn

has stood for "quality." Is guaranteed pure and superior to any similar preparation ever offered to the public.

It is one of the standbys in the grocery trade, and is the first choice of those grocers who place quality first.

Order a supply now and boost your sales.

The Canada Starch Co. Limited

Montreal, Cardinal, Brantford, Fort William

W. T. BENSON & CO'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES.
This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken First Prizes at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London, 1862,
AND AT THE
CentennialExhibition, Philadelphia, 1876
MANUFACTURED AND REFINED BY
THE CANADA STARCH CO., LIMITED
EDWARDSBURG WORKS
CARDINAL, ONT.
OFFICE: MONTREAL, QUE.
CANADA
RECIPES.
ICE CREAM.
FRUIT PIE.
CAKE.
CHOCOLATE SHAPE
INFANTS' FOOD.
Other Modes of Use.

Advertising Helps You

Fast moving goods mean greater profits. PURITY sells well, not only because of its superiority, but because it is the most widely advertised flour in the Dominion.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

32

Have you noticed it?

—the big part appearance plays in the quick selling of a line of goods, particularly bottled goods.
The seal is perhaps the most important part of such goods, both in appearance, and security of contents.

ANCHOR CAPS

besides immeasurably adding to their better appearance carry a guarantee of absolutely fresh contents where bottled goods are concerned.

Your customers will be quick to notice this, and easier and more profitable sales will result. Besides, Anchor Caps will save you much loss of profit, by eliminating wastage, spoiling, etc.

Give them a trial on your next order of bottled goods. Your wholesaler will supply them on any line whatever.

Ask him

Anchor Cap and Closure Corporation of Canada
LIMITED
Sudbury St. W., Foot of Dovercourt Road TORONTO, CANADA

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.

The next time she runs out of sugar, she ies another retailer.

"I want a bag of Lantic Sugar."
"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that—Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar—Can be used for cereals, fruits, etc. No other sugar needed.

Let us send you a trial order of Lantic Sugar in cartons or bags through your wholesaler.

Atlantic Sugar Refineries Limited Montreal

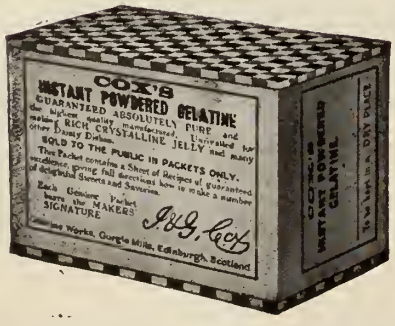
Nearly two hundred years ago

The first box of Cox Gelatine was sold nearly two hundred years ago.

And the satisfaction that **Cox** quality then produced has ever since distinguished this most dainty and popular dessert.

A line like this, with its unbroken record for satisfaction-giving, is surely one on which you can depend for results worth while. Since 1725 **Cox's Gelatine** has built up bigger business for dealers everywhere. It will do the same for you.

Begin featuring Cox's to-day. The attractive chequer-board boxes will make an effective window display—one that will pull immediate results.



Your wholesaler will supply you. Ask him.

Arthur P. Tippet & Co.

Agents

MONTREAL and TORONTO

BORDEN MILK Co. LIMITED
"EAGLE BRAND"
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

How we do it

Borden Quality—that incomparable quality which places our lines so far above all competitors — is made possible only by ideally located factories, clean, healthy cows, and absolutely sanitary factory methods.

This latter is perhaps the most important factor of all and our reputation for quality is largely due to the rigid inspection we employ over every operation involved in the handling of the milk.

Your customers have heard time and again of the high grade purity of every Borden Product. We have spent thousands of dollars on publicity campaigns and consumer advertising with the result that Borden's need only be displayed to sell quickly and easily.

Other dealers are reaping big returns through Borden popularity. The demand is there and some one will supply it.

Why not you?

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

With "Brunswick Brand" in the Window, Sea Food Sales are quick and easy

and not only that, but their winning qualities are such as will make steady customers of every first purchaser.

That standard of quality which appeals to the most discriminating is very evident in every line of sea foods bearing the

Brunswick Brand

trade mark. Possibility of customer dissatisfaction is absolutely eliminated, because of the conscientious care we exercise in every operation involved.

From the time the fish is taken from its native home until it reaches your shelves nothing is left undone that would enhance its delicious natural goodness.

Dealers featuring Brunswick Brand lines find them dependable selling stock.

Why not send a trial order to-day, and prove their merits for yourself?

Connors Bros., Limited

BLACK'S HARBOR, N.B.

DA COSTA & CO'S

Barbados Extra Fancy

MOLASSES

Noted for its purity, high quality and delightful flavor.

Take no chances on other brands said to be just as good, but insist upon having

DA COSTA'S

the brand of proved quality. The price is no higher than for other brands.

Grocers Everywhere Are Selling More Keating's

During the past eighteen months there has been a phenomenal increase in the sales of Keating's Insect Powder throughout Canada. Part of this increase has been due to the demand for Keating's as an article of supply for the Military Camps, and part of the increase arises from the accomplishment of wider distribution of the commodity and the growing public knowledge that Keating's Powder is an invaluable and effective insecticide.

Place your orders early and see that your stock is ample for the demands.

Sole Agents for Canada

Harold F. Ritchie & Company, Limited

10-12-14 McCaul Street, Toronto

Marmalade Time

The Housewife's Supply of Home-made Jam Is Running Low

Now is the time to suggest to your Customers the purchase of Aylmer Marmalade.

TELL THEM THAT

Aylmer Marmalade is made from finest selected Marmalade Oranges that have a delicious flavor not found in other kinds.

These oranges are especially suitable for marmalade as the process enhances the flavor.

Aylmer Marmalade is made from selected fruit and pure cane sugar.

It is delicious with toast for breakfast, for tarts, for afternoon tea, with wheat cakes, and for a between meals "snack" for the little ones.

New Stock Now Ready.

DOMINION CANNERS
Limited

Hamilton Canada

February 29th

OUR NATIONAL FISH DAY

PUTTING FISH ON THE MAP

This is the day when everybody—both Grocers and Fish Dealers—have agreed to start an active campaign to advertise all kinds of fish. We are doing "our bit" to interest YOU—if you demand and sell

CANNED

"CHICKEN HADDIES"

(Registered)

Packed 48/1s Flats to Case

Your customers would be more than satisfied. If you are interested in window displays, write for our special offer. We are the largest packers of fresh and frozen Haddies, Fillets and Kippers, fresh and frozen Haddock, Codfish, Hake, Pollock, Herring, etc., etc., and solicit your orders.

Wire or Write

Maritime Fish Corporation, Ltd.

4 ST. NICHOLAS BLDG.

Digby, N.S. **MONTREAL** **Canso, N.S.**

CLARK'S OX TONGUE

The Finest Ox Tongues

Cured and cooked to perfection.

In sizes ½s, 1s, 1½, 2½, 3, 3½, 6

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-grade food delicacy

A popular favorite

SEASONABLE AND READY SELLERS

W. CLARK, Limited, Montreal

Clark's

KNOX GELATINE Brings Extra Profits to You

Knox Gelatine sells faster than any other gelatine because of our advertising, which has taught your customers how good it is. We publish helpful recipes in our magazine advertising—to make women *want* it and show them *how to prepare it.*

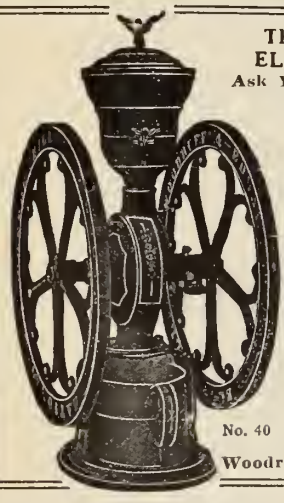
The handsome profits that go hand in hand with KNOX GELATINE are yours when you display it on your shelves.

You can always please the hardest customers, and hold the newest customers by selling them KNOX GELATINE.

"Make KNOX Your Gelatine Leader."

CHARLES B. KNOX COMPANY, Inc. - - Johnstown, New York

Branch Factory:—Montreal, Canada



No. 40

The Best Canadian Jobbers Handle
ELGIN NATIONAL COFFEE MILLS
Ask Your Jobbers for Catalog and Prices.

CALGARY—Campbell, Wilson & Horne, Ltd.; P. D. McLaren, Ltd. EDMONTON—H. H. Cooper & Co.; The A. Macdonald Co.; Revillon Wholesale, Ltd. FERNIE—The Western Canada Wholesale Co., Ltd. HAMILTON—Balfour, Smye & Co.; James Turner & Co.; Macpherson, Glassco & Co.; Walter Woods & Co. LONDON—Gorman, Eckert & Co., Ltd. MONTREAL—L. Chaput, Fils & Cie., Ltd.; Minto Bros.; Canadian Fairbanks Co. (and branches). MOOSE JAW—The Codville Co., Ltd. REGINA—Campbell, Wilson & Strathdee, Ltd.; H. G. Smith, Ltd. ST. JOHN—Dearborn & Co.; G. E. Barbour Co., Ltd. SASKATOON—Campbell, Wilson & Adams, Ltd.; The Codville Co., Ltd.; North-West Specialty Co. TORONTO—Eby-Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros., Ltd.; Medland Bros., Ltd. VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Empress Mfg. Co., Ltd.; Kelly, Douglas & Co. WINNIPEG—Blue Ribbon, Ltd. (and branches); The Codville Co. (and branches); Walter Woods & Co.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

SYMINGTON'S

(Regd. Trade Mark.)

COFFEE ESSENCE

SPEEDS
ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

Your Reputation

for quality, service and genuine satisfaction to customers will be further established by serving your locality with

Leacock's

Extra Fancy and Extra Choice

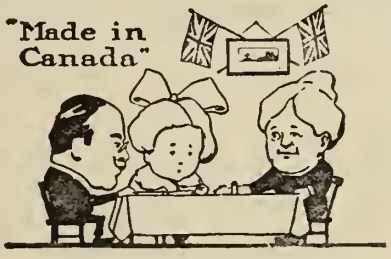
molasses, made of the purest cane sugar and unexcelled in Quality. Your most critical customers will be pleased with Leacock's.

Stock "Leacock's" and put some "pep" into your molasses sales.

Leacock and Company

Exporters of highest grade Molasses

BARBADOS, B.W.I.



The One Price Line is The Square Price Line

Manufacturers who try to deal direct with the retailers don't always give special prices to one grocer only. You may be sure of that.

Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

"WINDSOR" AND "REGAL" SALT

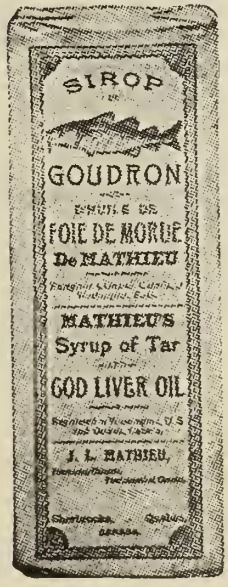
are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" and "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" and "REGAL." Is it worth the trial, and the risk, of offending so many of your good customers?

The Canadian Salt Co., Limited

Windsor, Ont.

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup

of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*

SHERBROOKE, QUE.

CODES USED
ALEXANDER'S
A.B.C. 4th and
5th EDITION
UTILITY

CABLE ADDRESS
"DUNFLA" LINDSAY

ESTABLISHED
1860
INCORPORATED
1904

DIRECTORS
J. D. FLAVELLE
W. FLAVELLE
H. S. JOHNSTON

LINDSAY, CANADA

WE BUY
BUTTER
EGGS
CHEESE
POULTRY

WE MANUFACTURE
CREAMERY BUTTER
ICE CREAM

WE SELL
POULTRY
CHEESE
EGGS
BUTTER

GET IN TOUCH WITH US

QUALITY

Chase & Sanborn's High Grade Coffees have been dependable for over fifty years.

CHASE & SANBORN
MONTREAL

The Finest Cane Syrup Made

Crystal Diamond Syrup

FURNIVALL'S ORANGE MARMALADE

NOW READY

FURNIVALL-NEW, LIMITED, HAMILTON, ONT.

AGENTS:

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

Next February 29th is

A FISH DAY

PUT THE FISH ON THE MAP

Everybody will talk and eat fish on Fish Day. What does it mean to the trade?

Suppose that every citizen of the Dominion consumes one-quarter pound fish on the Fish Day. That is a distribution of 2,000,000 lbs. assured.

Think of it and get ready for the occasion.

Send in your orders to the old and reliable headquarters—

D. HATTON COMPANY

Montreal

Established 1874.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

THE
ARCTIC
Refrigerator
Silent Salesman

is, as its name implies, a display case that shows you most perishable goods to the best advantage without loss from spoilage. It's not an expensive, but a big paying investment.

Write for catalogue and prices.

JOHN HILLOCK & COMPANY, LIMITED ∴ ∴ TORONTO

Just as a man is judged by the company he keeps, so is a grocer by the goods he sells—always.

GIPSY
Stove Gloss

adds to your reputation as a seller of dependable goods. You can sell "GIPSY" to every customer, but you cannot lose any customer in doing so.

Order from your wholesaler.

HARGREAVES (CANADA,) LIMITED
33, Front Street E. TORONTO

Western Agents: For Manitoba, Lightcap and Graut, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing.

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:
R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

JAPAN TEA
Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.
Japan Tea occupies a unique position in the Tea Marts of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.
YOUR dealer sells it. Ask HIM. 3
The Japanese Government prohibits adulteration and coloring of Tea.

Canada is a large and growing market for Japan Tea.

The growth is partly the result of our consumer advertising, but is largely due to the delicious, fascinating, satisfying quality of the tea itself.

Are you getting your share of the success of this big Japanese industry by featuring Japan Teas?

ORDER FROM YOUR WHOLESALER.

Where Quality Is Appreciated

Made in Canada

E D S

"On leave" the boy in khaki enjoys his breakfast at home as never before

A few months of camp life bring the boy soldier memories of the goodies he used to get at home. Among others,

E.D.S. Orange Marmalade

made a great "top-off" for a hearty boy's breakfast; and now "on leave" he appreciates still more the delicious wholesome flavor, the pure superfine quality of this far-famed product of the finest Seville oranges and pure cane sugar—E.D.S. Marmalade.

Made under the most sanitary conditions with but one object in view, the satisfying of our patrons and their customers, E.D.S. products stand unequalled in the preserved fruit world. Their quality is appreciated everywhere, by old and young, by rich and poor, by soldier and civilian.

Stock up for the late winter business.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Your own good taste

will do more to convince you of the choice qualities of RED ROSE TEA than all the claims we can make for it. Try it at home.

Extra Dollars Count

When trade is backward, advertised specialties help to keep the balance on the right side. All your best customers will use Sani-Flush; it saves disagreeable work and maintains a sanitary condition in the home.

Cash in on the advertising for

Sani-Flush

Cleans Water-Closet Bowls

A display in your store will encourage the purchase of this preparation. Each trial will make a constant user. Sani-Flush supplants nothing, but affords you a new profit.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

We are Refrigerator Specialists

The number of patents we have secured during our Thirty Years' experience in Refrigerator making is the best proof of the real superiority of the

EUREKA REFRIGERATOR

The highly satisfactory service that the Eureka gives is convincingly shown by our big list of satisfied customers. We would like to mail you a copy of this, together with full particulars of dry, cold air circulation system, which absorbs and carries away all obnoxious odors and preserves the most perishable goods. The system is the most perfect and scientific ever conceived.

DROP A CARD TO-DAY

Ask about our fish display case, here shown.

Eureka Refrigerator Company
LIMITED

31 Brock Avenue - - - TORONTO

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont

Robinson's "Patent" Barley

Your stock is not complete without this famous cereal product. It is the best Food for Infants and Invalids. Doctors and Nurses recommend it all the year round.

Order from your wholesaler.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Dr. C. C. James says: **"Buy Canadian Made Goods Wherever Possible"**

Every dollar spent out of Canada is a dead loss to the country, yourself included. Every dollar spent in Canada for goods Made in Canada by Canadian labor and financed by Canadian capital adds wealth and prosperity to the Dominion and the people.

"TRENT LOCK" EGG FILLERS

are purely Canadian products and are worthy of your support. Our modern factory and unlimited facilities enable us to give PROMPT DELIVERIES on all orders large or small. "Trent Lock" Egg Fillers give excellent service. They ensure safe transportation. Keep your case fillers bright, new and clean.

Let us figure on your carload order.

The Trent Mfg. Co., Limited

TRENTON — ONTARIO

CANADIAN GROCER

VOL. XXX TORONTO, FEBRUARY 18, 1916 No. 7

Quality Basis for Butter and Eggs

Canadian Produce Association Discuss Ways and Means for Buying and Selling These Commodities According to Their Quality—Move to Have Uniform Grades in Butter Throughout Canada—Egg Cases to Be Sold Outright Along With The Eggs—Next Convention in Montreal

Covered by Staff Correspondent

BELLEVILLE, Ont., Feb. 16.—Buying and selling produce on a quality basis, was the keynote of the discussion at the Fourth Annual Convention of the Canadian Produce Association held here last week. The first day's proceedings appeared in last week's issue and showed how egg dealer in eggs purchase his own cases and loss-off system, which was established some three or four years ago. Later in the convention's proceedings, this was gone into even more fully, as well as the question of buying and selling butter on a graded basis. This means the buying and selling of butter and paying for it according to its quality, the quality to be determined from standards set down by the association.

Apart from this question, one of the chief was the discussion on so-called "free egg cases." This occupied a considerable portion of the second day's session. The idea here is that each dealer in eggs purchase his own cases and sell both eggs and cases outright.

Other questions considered were the exportation of eggs and poultry and prospects after the war; ocean transportation and what improvements are required; national standards for butter for trading; conditions in the Western Provinces; standards for poultry and the consideration of a Government representation in Great Britain to look after the interests of Canadian egg and poultry industry.

The second day's proceedings, too, included the nomination and election of officers, the new president being A. H. Dalrymple of Montreal. It was unanimously decided that the next convention would be held in Montreal—likely at MacDonald College.

At the morning session before going on with the regular program, the meeting confirmed the action of the executive in asking the Federal Government for legislation making it a criminal offence to buy or sell bad eggs.

Free Egg Cases Again Endorsed

H. B. Clemes, Gunn's, Limited, (Toronto), introduced the Free Egg Case question, and pointed out that, as a year ago the matter was definitely decided upon, there was nothing more to say. He repeated, on the suggestion of Mr. Porter, his arguments at the 1915 convention. At that time he had declared that the reasons for adopting the "free egg case" system were as follows:

The loss in cases themselves;

The loss in replacing fillers;

The labor in keeping track of the cases;

The general dissatisfaction to customers if cases are not on hand at proper time.

A. H. DALRYMPLE, Montreal,
Who was unanimously elected President of the Canadian Produce Association for 1916.

Why should the wholesale produce be saddled with this expense, worry and labor?

I have in my mind the plan to overcome this, but it cannot be accomplished without co-operation. We must agree:

1. Not to loan cases to customers;
2. To sell all cases outright;
3. To sell only unbranded cases;
4. Never to re-purchase cases from the storekeeper;
5. Not to return cases after they are empty.

It is thus up to the merchant to keep himself supplied with egg cases, and the responsibility rests on his shoulders, not ours.

The merchant will add the cost of the cases to the price asked for eggs, and we should willingly pay this.

The eggs and free packages now start coming into the cold storage warehouses and the cities, and we re-handle them into storage or send them out to the retail trade, as we wish, in free cases—no mention of cases when you make small or big sales. Treat the egg case the same as you would a box holding cheese or the paper in which meats or other goods are wrapped and sold in.

By this method we rid ourselves of more worry, especially those of us who have a city trade, and we get away from the trouble of picking up empty cases.

How many of the city dealers have lost good customers because our drivers have failed to pick up empty cases, or have failed to give the storekeepers credit for the egg cases after they were picked up? Trouble because the cases are returned in a dirty, unsanitary condition; shortage of fillers; eggs broken; lids lost; excuses for non-payments of accounts; because empties are not lifted or credits not put through.

Gentlement, we are crazy if we do

not get rid of this free case outrage. It seems to me it is a simple matter. Let me lay down a few rules for the city dealers:—

1st. Under no circumstances re-purchase cases from the storekeepers.

2nd. Do not take cases back from them, even if they want to give them to you free of cost.

3rd. Do not take cases from storekeepers if they deliver them to your warehouse free of charge.

Let us help the unemployed and get men to start a new business for themselves. That is, a business of buying and selling egg cases. Let these men start out with a horse and light lorry and buy these cases from the storekeepers at a price according to condition, and then re-sell them to the wholesale dealers, delivered at their warehouses, or to outside dealers, delivered at the freight sheds.

Buying and selling prices on these cases will regulate itself, the same as it does on any other commodity. Do not forget that this plan can only be accomplished by absolutely refusing to trade in egg cases direct with the storekeeper in any way whatsoever.

Sell the Cases Outright

Mr. Clemes maintained that it was up to the general merchant or other egg dealer to sell the eggs and the case to the wholesaler and let the wholesaler do as he pleased with the case. But under no circumstances should the wholesaler have the bother and worry of returning the case.

He then moved that this matter of Free Egg Cases, as adopted a year ago, go into effect immediately. This was seconded by Mr. White (Wm. Ryan Co., Toronto).

Opinions from various delegates were then taken on the matter. Mr. Fearman (Hamilton) reported that there was need of an educational campaign. Dealers from a considerable distance west of Hamilton, came there, and there was considerable competition. It meant that unless all complied with the regulation the competition would tend to mix things up somewhat.

A. S. Duclos (Edmonton): "In Alberta we have an understanding that the outside merchant gets back the case. He owns it and it is returned to him. No eggs going into cold storage are packed in used cases."

R. Paul (Selby), opposed the idea.

John Porter (Toronto), referred to the fact that egg cases were allowed to lie around cellars, stations, etc., at end of each season so that when spring comes they are not fit for refuse. "Who wants to pack eggs or butter in filthy egg cases," he asked, "with dirty filthy fillers?" That was a point that should be considered.

President McLean maintained that when a man owns the egg cases he is going to pay more attention to them, as the better the quality and condition, the more would they be worth when he came to sell them.

A. E. Bailey (Belleville): "Furnish us with new cases, charge them to us and we'll look after them. The great difficulty seems to me is that you men in Toronto and Montreal are not looking after your business well enough. You send back cases to us not in good condition, and we pass them along. We've got to have Government inspection to amend this condition at the fountainhead. If you men will send us new cases always, "we'll send them back to you with good fillers in them. We've got to make these changes gradually."

Mr. Clemes: "My idea is that the merchant or egg dealer buys his own cases always, and when he quotes us he will quote a price including the case. We buy it from him, and sell it to whom ever we like. So far as I can see this legislation is against the wholesaler, but it is going to put the whole thing on a systematic basis."

Jas. Pickett, (Mount Forest): "Merchants in our district pay me readily for butter cases and there would be less difficulty and trouble if they paid me for egg cases too."

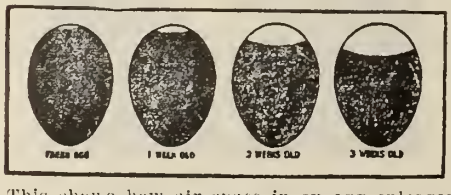
Chas. Ivory (Omemee): "Every merchant to my mind, is better situated with free cases than at the present time. It is better for the merchant and the buyer and no doubt the wholesaler, too."

J. A. Cook (Mount Forest), pointed out that there was always great difficulty at present in locating his egg cases, which meant he was out about $150 each year because of loss or disappearance.

A Loss to Be Eliminated

A. E. Silverwood (London): "We all admit the country is losing thousands of cases each year—in cellars, back sheds, under eaves, etc. My idea is that if the merchant owned these cases he would take more care of them, and a great deal of this loss would be prevented.

"It seems to me we shouldn't sidestep this question. All objections that are raised can be solved. Let each man who buys the eggs, buy the case too, and he can then resell them at whatever he can get, and to whomsoever he pleases. It is then up to every man to look after the cases as best he can."



This shows how air space in an egg enlarges with the age of the egg.

Mark Sprague (Belleville): "If egg cases were traded in, each dealer will use the same intelligence in adjusting his price for the case as for the eggs." He suggested a standard case for eggs just as there is a standard case for cheese, before it can be presented for transportation.

Take Effect March 1

The president pointed out that there is a committe already formed to take up this matter of a standard case with the railway traffic men. Mr. Clemes' motion was then put to the meeting and carried, to take effect on March 1 instead of immediately.

At this juncture it was unanimously decided that the convention be held in Montreal next year.

J. H. Atherton (Wm. Davies, Toronto), read a paper on the exportation of eggs and poultry and requirements of the British market and prospects after the war. This appears elsewhere under separate heading.

Why Poultry Prices are High

A. E. Silverwood (London), dealt with the exportation of poultry. He stated that practically no poultry was now being exported to Britain. "The market for our poultry—that is in Western Ontario—appears to be across the line, and the exports to the United States have been appreciable. The exports of live poultry during the last two years from Western Ontario have been from 1,000,000 to 1,500,000 lbs. All our surplus fowl has evidently a ready market in the States, particularly since the lowering of this duty from 3c to 1c. The same is true of ducks and geese, and in some instances turkeys. This has had a great deal to do with the higher prices for our poultry and you can readily see that better prices will prevail for chickens. We haven't yet reached the time when we can export them as we are not producing sufficient scarcely for our own use. This association, I maintain, should do all in its power to further production, and if this is accomplished there is a big future for our poultry."

Getting Established in Britain

H. S. Arkell, assistant live stock commissioner, of the Agricultural Department of the Dominion Government, who studied the Canadian egg situation in Britain, maintained that the development of the poultry and egg production should be considered right now from the standpoint of the great war and its conduct to a successful conclusion. The question should also be considered from the standpoint of the financial status of the country. "When the war ceases," he said, "the manufacture of munitions, which we are exporting in immense quantities, will cease. What is going to take its place? It must be remembered

that it is our export business that keeps our credit good in other countries. The export of farm produce must necessarily be a big factor when the war is over in maintaining our financial status abroad. Canada has now the opportunity of starting at the beginning an export trade that would not have presented itself under normal conditions.

"The market that exists," he maintained, "must be secured by various means. One thing the Canadian egg must be sold as a Canadian product. The British merchant sells produce such as New Zealand butter, Danish bacon, Irish eggs, and Canadian cheese under those names. These are standardized in England because they represent a definite quality in each line. There is an opening there for Canadian eggs and Canadian bacon, but they must be sold as such, and quality must be lived up to. Now is the time to become established in Britain on the right lines, but the business abroad must be gone after on the basis of uniform quality and uniform grade.

"We can also build trade," he added, "on the reputation gained by our Canadian soldiers. They have gained a fame which has spread over Britain and which has opened the way for our goods, as nothing else, apart from the goods and their quality and price, could have done."

C. M. Thacker, Wm. Davies Co. (Montreal) introduced the subject of ocean transportation of eggs and poultry. He referred to shortage of ocean freights, which he was told would be more serious as the war continues, and maintained that the Canadian Government should subsidize more steamers for the work. He further urged the desire of going after a better service from the steamship companies while the eggs are in transit.

Butter Standards Proposed

P. W. McLagan, of Lovell & Christmas (Montreal), spoke on the subject of "National Standards for Butter for Trading." The fact that the marketing of butter is becoming more and more an interprovincial matter since the increased production in Western Canada provinces, was, claimed Mr. McLagan, a great reason why established standards should be necessary. This makes a basis for buying and selling which is required for quoting prices at a distance. He referred to improved conditions in other countries such as Denmark and New Zealand where gradings are made and where inspectors are appointed to see that these grades are properly carried out. So far the government at Ottawa, has not established machinery for the grading of butter; however, the Prairie Provinces had made a substantial advance in this regard.

LIEUT.-COL. JOHN A. GUNN.

President Gunn-Langlois & Co., Montreal, now at the front, whose name was frequently mentioned in proceedings of Canadian Produce Association.

Mr. McLagan complimented these comparatively new provinces on this step, and compared it with the situation in the East.

He strongly urged a uniform classification of grades for each province for the purpose of knowing exactly the classification to which a piece of butter belongs, and suggested district inspectors under Dominion control to see that this classification is lived up to.

For packing butter, he said, the cube box—not the oblong—is the desirable one, as this is favored in the British market.

In concluding, Mr. McLagan referred to the movement in Great Britain to curtail imports. This was of course to prevent the creation of debt in foreign countries, but did not refer in any way to Canada, as the Dominion still owed the Mother Country much money. Therefore, Canada, has to-day a great market for her produce.

* * *

WEDNESDAY AFTERNOON SESSION

J. W. Steinhoff (Toronto), further urged an official grading of butter, so that buyers and sellers could do business on a much more satisfactory basis. There was never too much good first-class butter, he declared. Plenty of consumers are always willing to pay a good price for the best quality article.

Auguste Trudel, manager the Quebec Cheese Makers' Agricultural Co-operative Society, on the subject of paying for quality, maintained that the man who sold the better quality goods should get the benefit of it. The farmer, he said, should not be forgotten and should certainly be well paid for his work. The society with which he was connected would always, he declared, be willing to co-operate with the traders in the matter of production and quality.

J. H. Atherton (Toronto), called attention to alleged short weight in butter. "The trade generally know," he said, "that over 50 per cent. of the shipments received from creameries are short weight. The boxes do not turn out the full 56 pounds."

The president did not attribute this to dishonesty, but to the weighing system. Dampness around the scales is apt to affect them, as well as shrinkage.

Mr. Barr, who is engaged in Government work in cheese and butter, stated that Nova Scotia and Prince Edward Island, would both likely have a system for grading butter this year. The western provinces have already done this, and Quebec is falling in line, which left Ontario somewhat behind. There was nothing that will improve quality of butter more than the grading of it, except the grading of cream, he maintained, and that would be difficult. He made some suggestions as to how a standardization of grades could be begun and promised that when the war is over, his department would undertake to call together a Dominion-wide delegation of dairymen and merchants, to discuss the whole question.

The Arbitration Committee was delegated to deal with the matter of alleged short weight.

Held Eggs—Lost Money

W. H. Ault, Dominion Government representative in Western Canada, stated that the egg standards that were decided upon in Guelph a year ago, were favorably considered in the West. The trade in Manitoba, he said, is controlled largely by the wholesale grocers. There were wholesale grocers there who received as many as 10,000, 20,000 and 28,000 cases of eggs last season. Candling is being rapidly developed, and the situation is improving splendidly.

Many general merchants in Saskatchewan last year lost considerable money holding eggs for higher prices. I recall one instance in particular. This merchant's eggs were kept in sheds with no proper storage facilities. They finally got to Winnipeg and were candled, when a loss of $600 was shown to the merchant on the one shipment. Improvements were, however, being affected. Mr. Ault stated that in Alberta the grading of eggs has been done for some time, and the situation there is good. While he was in Vancouver several Alberta cars arrived and he found the dealers there were well pleased—these eggs were bought on the Canadian standard and sold on the same basis. Egg production in the West is rapidly increasing, and he advised the eastern dealers to go after the surplus in the proper season—April and May eggs were the best for export

purposes. He further told many interesting tales of phenomenal crops that had been reaped the past year in the Prairie Provinces. Some of these vouched for as absolutely true were simply astounding.

A. H. Dalrymple, (Montreal), in referring to a Government representative in Great Britain to look after the interests of Canadian egg and poultry industry, stated that the present was a good time to get after the Government for better cold storage facilities for both eggs and poultry.

J. W. Steinhoff, of the Transportation Committee, reported on standard cases for shipping. This went into all small details regarding size, weight, materials, manufacture, etc.

Resolutions Passed

A. E. Silverwood, convenor of the Committee on Resolutions, then presented the resolutions drawn up by that committee for ratification. One of the most important of these referred to the grading of butter. The Federal Minister of Agriculture will be recommended to establish grades for butter, the grades preferred by the association to be firsts, seconds and thirds. This resolution also endorsed the adoption of a standard cube box for butter throughout the various provinces.

Votes of thanks to the retiring officers and to the Belleville officials were embodied in resolutions as well as one of regret at the accident to the Hon. Mr. Burrell, minister of agriculture.

Another resolution expressed to the Dominion and Provincial department of agriculture the association's approval of their efforts to keep before the producers the necessity of marketing quality goods.

An expression of appreciation of the sacrifice made by Lieut.-Col. John A. Gunn, of Montreal, who is now in the trenches, will be sent to him.

The association, too, stands on record that it will lend its assistance to the production of more eggs and produce, and of the highest quality possible, so that the Motherland in this hour of need may be benefited.

A resolution was also passed asking the Minister of Agriculture to pass legislation for legalizing the standardization of eggs and that the matter be followed up and enforced.

It was decided on motion to increase the fees for the next year from $2 to $3.

The Delegates Present

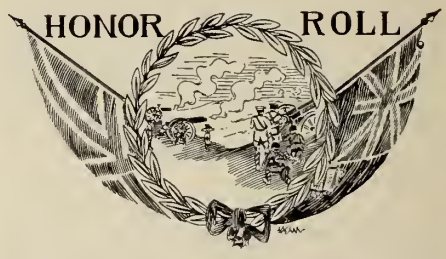
Those who registered at the convention were the following:

John Wilson (Matthews, Blackwell, Limited), R. Gray (Whyte Packing Co.), Harper R. Gray (Gunn, Langlois & Co., Montreal), R. H. Ashton (Morrisburg), R. J. McLean (Bowes Co., Toronto), J. R. McNabb (Dungannon), John J. Fee (Toronto), B. Lecrin (Montreal), A. H. Dalrymple (Montreal), Jas Dalrymple (Montreal), A. S. Duclos (Edmonton), A. E. Bailey (Belleville), G. F. Ostrim (Belleville), J. A. Berkley (Belleville), G. F. Brickman (Belleville), W. R. Graham (Guelph), John S. Porter (Toronto), Jas. W. Atherton (Wm. Davies Co., Toronto), R. Middleton (St. Thomas), F. Herns (London), W. G. Morrison (Hamilton), J. S. Tallman (Hamilton), M. P. Mallon (Toronto), R. M. Plarper (Walkerton), James Pickett (Mount Forest), A. R. Willard (Toronto), B. Whitemore (Harriston), Harry H. Fearman (Hamilton), Jas. F. Madden (Harris Abattoir, Toronto), W. H. Lamer (Montreal), M. D. S. Lenon (Owen Sound), J. A. Vaillancourt (Montreal), A. A. Ayer & Co. (Montreal), E. M. Raney (Toronto), C. H. Labarge (Ottawa), J. A. Ritchie (Charlottetown, P.E.I.), C. A. Mann (London), A. J. Harron (Listowel), C. M. Thacker (Montreal), J. A. Platt (Cobourg), J. B. Muir (Ingersoll Packing Co. (Ingersoll), A. E. Graham (Montreal), A. E. Silverwood (Silverwoods, Limited, London), R. A. Lane (Wingham), W. R. Erskine (Atwood), F. G. Gould (G.T.R., Toronto), J. A. McLean (Matthews, Blackwell), W. D. Coil (Decatur, Ind., U.S.A.), Ernest J. Smith (Stratford), Chas. M. Richardson (Trent Manufacturing Co., Trenton), T. S. Baker (Campbellford), H. S. Johnston (Flaveile, Limited, Lindsay), W. A. Baker (Hastings), Charles Ivory (Omemee), Bert Squire (Norwood), J. E. Thomas (Indiana, U.S.A.), Thos. S. Bark (Montreal), L. Valois (Montreal), A. D. McIntosh (Stirling), A. D. McGillis (Montreal), A. Trudel (Montreal), W. T. Miller (Montreal), Miller Bros. (Glen Miller), W. H. Sadler (Montreal), J. Arthur Cook (Mount Forest), R. S. Whyte (Toronto), A. H. Wilford (Wingham), Robt. W. Paul (Selby, Ont), Arthur Ford (Decatur, Ind.), N. R. McCreary (Bellevilie), M. Robertson (Belleville), W. D. Hanley (Belleville), P. W. McLagan (Lovell & Christmas, Montreal), F. C. Elford (Ottawa), Seth Jones (Sussex), A. W. Bayman (Ottawa), W. H. Ault (Ottawa), John I. Brown (Montreal), J. M. Gower (Waseca, Sask.), H. M. Hambidge (Aylmer), A. E. Wilson (Montreal), B. T. Huston, Canadian Grocer (Toronto).

OFFICERS FOR 1916

President—A. H. Dalrymple, Montreal
First Vice-President—A. E. Silverwood, London.
Second Vice-President— John J. Fee, Toronto.
Secretary-Treasurer — Arthur Vaillancourt.

Directors,—R. B. Colwell, Halifax; J. A. Ritchie, Charlottetown, P.E.I.; C. M. Thacker, Montreal; H. R. Gray, Montreal; J. Emond, Quebec; C. H. Lebarge, Ottawa; A. E. Bailey, Belleville; R. J. McLean, Toronto; M. Lemon, Owen Sound; J. K. Richardson, St. Marys; J. T. Madden, Toronto; Harry Fearman, Hamilton; R. J. McNabb, Dungannon, Ont.; H. B. Clemes, Toronto; A. S. Duclos, Edmonton, Alta.



G. F. Toone, grocer of George St. Peterboro, has joined the 93rd Battalion.

H. W. Butcher who has been for about a year with the Brandon Grocery Co., Brandon, Man., has enlisted with the 100th Winnipeg Grenadiers.

R. H. Hayward, cashier for the Codville Co., Winnipeg, is attached to the 144th Battalion as Lieutenant under Lieut. Col. Morley. This makes the thirtieth employee of the Codville Co. to enlist.

The Cowan Cocoa Co., Toronto, have given during the past week, eight more men to the ranks of overseas companies The men were Robt. Dow, J. McCreadie, H. Witside, Wm. Albertie, Samuel Pite, Wm. Gibson, Andrew Abbott, and Thos. Fountaine. The Cowan Company have adopted the policy of paying their married employes who enlist full pay and the single men who enlist half pay, their positions are kept open for them on their return. All told over 20 men have responded from the Cowan factory.

Macdonald-Cooper, Limited, wholesale grocers, Edmonton, Alta., have provided the following men for overseas duty, about half of them being now in the firing line and the remainder in training here: Chas. McDermott; Horace Maddison; Chas. T. Cooper; Harry Davis; Harold Heath; Fred Sorby; Harry M. Judge; George Ingrom; Jack Cummings; Harry Thompson; Edgar L. Greenside; Alex. Cockburn; Harold Fazackerley and Wilfred Stevenson.

Good Eggs Worth More

Plea on Behalf of the Farmer Who Markets Eggs Promptly—Retail Buyer Would Then Be Benefited—Many of Them Now Losing Money — The Only Fair And Equitable Method

By Harper R. Gray, Gunn, Langlois & Co., Montreal.

(Address at Canadian Produce Association Convention)

THE question has often been asked—Why cannot we in Canada show a greater improvement in the general quality of eggs that find their way to various markets? There are three things which to my mind would greatly assist in bringing about better conditions:

1st—Insist on buying eggs "loss off."

2nd—Educate the farmers to market better quality.

3rd—Pay the farmer a price for his eggs based upon their quality.

We must protect the farmer who markets good, clean, fresh eggs; and a farmer who gives special attention to see that his flock are pure bred and of a good strain of poultry, well fed, and eggs properly gathered, and promptly and carefully marketed, is bound to receive at the stores or elsewhere a just recompense for the better quality that he is able to produce, for the reason that he has been paid one price for finest wheat, another for number one, and another for number two quality. We must have co-operation along these lines.

Unfair to the Farmer

The "Case Count System" of buying eggs has been decidedly unfair to the farmers and other producers who have taken pains to market good, clean, fresh eggs. Further, through placing no premium on good, clean eggs has not resulted in encouraging farmers to be careful and diligent, but on the other hand, has made it possible for the distribution of eggs in all stages of decomposition, and has encouraged farmers and local buyers to hold considerable quantities at certain seasons of the year, when they have no suitable place for storage. Some producers may have thought this system advantageous to themselves, in that they received the same price for eggs that were of inferior quality, and even wholly bad, as they did for good eggs. In this, however, they were seriously mistaken, for wholesale dealers know very well the extent of loss and shrinkage at certain seasons of the year, and their practice in order to make good the heavy loss for bad eggs, and the lower price at which they were obliged to sell inferior eggs, was simply to lower to a safe level the price paid to the farmers.

We have our Canadian standards for eggs, and it seems reasonable to expect that there should be a difference in the price paid, not only for good and bad eggs, but also for the prices paid for the various grades of good eggs. Where dealers pay as much for bad eggs as they do for good eggs, there is absolutely no inducement for farmers to produce good eggs, and they cannot be blamed for trying to market any old thing with a shell on it so long as "Case Count System" is in vogue, as it really discourages the production of good eggs.

Country Merchants Lose

Some country storekeepers actually pay a higher price for eggs than they receive when they in turn sell them. They do this in order to obtain trade with the farmers, but it is a bad practice to sell for less money. The storekeeper does it to get the farmers to "take it out in trade," and does not claim to make anything on the eggs he buys. Dealers and merchants who buy eggs in towns or villages should get together and agree to pay on the "quality basis" only—the merchant and dealer will then be safe from loss, the producer of good eggs will realize a greater profit, and the producer of bad eggs will suffer a loss because of his carelessness. It is not just to the man who produces good eggs to compel him to stand the loss, and protect the dealer from loss from the one who markets rotten eggs. The egg industry will never reach this greater possibility unless dealers will co-operate in the improvement of the farm eggs and pay for just what they buy, candling the eggs if convenient as soon as they are brought to the store. No honest farmer will object to submitting his eggs to the candling test if you permit him to see the operation and he knows you are giving him a square deal.

It really requires a considerable time after the egg is produced to get that egg into the hands of the consumer, especially with the ordinary system of marketing. The farmers usually hold the eggs a week before they are marketed, or delivered to the grocer or dealer, and several days are spent en route. What we want is prompt handling by the farmers, prompt handling by the storekeepers, and quick despatch by the railways.

Quality Basis Most Profitable

Viewing the whole egg market situation from a true Canadian standpoint "of the greatest good to the greatest number," it appears that there is a serious need for a change of attitude or viewpoint on the part of both the average farmer and the average egg buyer, as well as the man "higher up." Common sense would indicate, and to some of us experience has proved, that the buying of eggs on "quality basis" is fair, practical and most profitable to all concerned.

Plain and practical instructions for the proper handling of eggs should be distributed as widely and as often as possible, and it is the opinion of the writer that some special literature issued along this line by the Canadian Produce Association and distributed through various mediums would bring good results.

* * *

Uniform System of Inspection

A UNIFORM system of inspection is a new subject for our association to take up, and may be dealt with along two lines:

1st—As to the grading of eggs by dealers in their own premises.

2nd—By a uniform system of inspection by some capable official, so that the man who sells, sells on a certain standard, and the man who buys from that dealer knows that he is guaranteed a special quality.

The latter would necessitate an experienced man being employed in centres such as Toronto or Montreal, where in case of a dispute there would be available a means whereby each party would receive a fair inspection of the eggs.

If a car of eggs was offered, it would be sold on the basis of standard or recognized quality, and this particular official would be available to inspect the eggs for both buyer and seller.

At the present time a good many dealers have not adopted the use of the words "special, extras, No. 1's and No. 2's." For instance, in Montreal, the word "selects" has been in use for such a long time that it is difficult to educate the trade to the use of the word "extras." The standards adopted are fair and reasonable, and this association should strongly recommend the adoption of these standards by all egg candlers throughout Canada. Place your instructions before the candling bench of each candler and they will soon fall in line with the standards.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY

LIMITED.

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—

Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.

Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, FEBRUARY 18, 1916 No. 7

AN EXTENSION OF SIX MONTHS

UNDER the regulations of a law passed by the Dominion Government in 1913, the manufacture of white phosphorus matches was prohibited, beginning Jan. 1st, 1915, and the dealing in them and selling of them prohibited, beginning Jan. 1st, 1916. However, last fall it was found that there were still a great many of these matches in the country, although none had been manufactured during the past year. Suggestions were made to the Minister of Labor, the Hon. T. W. Crothers, to secure an extension of time for the getting rid of these matches.

The Minister has given notice of a bill to amend the White Phosphorus Matches Act which will permit the sale of them for another six months from Jan. 1st. This gives the wholesale and retail trade up to the end of June to sell off these matches. The law was put into force to benefit the employees of match factories who, it was claimed, were injured by the fumes from the phosphorus. There was no danger, of course, to the seller of these matches once they were made and no doubt this explains the reason for the extension of time.

OUR IMMENSE FISH INDUSTRY

THE total marketed value of the catch of fish, fish products and marine animals in Canada for the fiscal year that ended March 31, 1915, amounted to $31,057,550.

Of this amount the sea fisheries contributed $27,170,483 and the inland fisheries $3,887,067.

The fishing industry now gives employment to almost 94,000 people, over 84,000 of these being engaged in the sea fisheries.

To carry on the fisheries, 282 steam vessels, 1,236 sailing and gasolene vessels, 431 carrying smacks and 38,058 boats are employed. Of the boats, 9,261 are now fitted with gasolene engines.

There is now invested in fishing gear, vessels, etc., about $24,500,000, over $22,000,000 being invested in the sea fisheries.

In the succeeding nine months of 1915 the total value of sea fish only amounted to $16,329,898 as against $16,219,808 for the corresponding period in 1914. In December, 1915, the total catch of sea fish totalled $733,675 as against $699,441 in December, 1914.

The total pack of lobsters from the opening of the season on November 15th to the end of December, 1915, was 4,006 cases, and there were 16,174 cwt. shipped in the shell.

The value of the fisheries has increased from $20,000,000 to from $31,000,000 to $34,000,000 per year, chiefly as a result of the phenomenal development of the salmon and halibut fisheries of the Pacific Coast and of the fresh water fisheries.

There are now over fifty fish hatcheries propagating salmon, shad, whitefish, salmon trout, pickerel, etc., in addition to fourteen lobster hatcheries.

OPPOSITION TO MAIL ORDER TAX

THE proposal to place a provincial tax on mail order houses doing business in Manitoba, as outlined in CANADIAN GROCER last week, has already met with opposition from the departmental mail order store interests, and also from the Grain Growers of the Province. Deputations have waited on the Premier and Provincial Treasurer and expressed their disapproval of the proposed legislation.

Interests representing the mail order houses, and other elements opposed to the imposition of the tax appeared before the cabinet last week and contended that the tax would be unconstitutional.

The spokesman for the interests argued that the tax on mail order business would be contrary to sections 91 and 92 of the British North America Act, which provides that the province may impose direct, but not indirect taxation. He stated that the tax would be an indirect tax, and supported his theory upon the ground that the proposal originated with the retail merchants, some of whom, he claimed, had stated that consumers would be forced to pay more for the goods. In other words, he claimed that the government by imposing a tax nominally on the mail order houses, would actually tax the consumers, as the tax would be collected indirectly from the latter who would be forced to pay more for goods. It was also pointed out that the tax if imposed upon Manitoba mail order firms only, would be unfair, owing to the fact that mercantile concerns in Eastern Canada, and the United States, of whom there are a large number distributing catalogues throughout the West, cannot be forced to pay the tax.

On the other hand it is urged by many retail and wholesale concerns that mail order houses should be taxed. Some wholesalers state that the legislation is directed at the mail order houses who are getting the cream of the country trade. They do a cash business, and farmers, after securing long credit from the local retailer, when they have ready cash will give it to the mail order house in preference to the local merchant. The local merchant pays taxes, and helps in many ways to build up the local community. The mail order house does not contribute in any way to the building up of the rural community, and yet, secures the cream of the business. Under the present parcel post system, the mail order firms are enabled to flood the country with catalogues at a ridiculously low rate.

Many business men are adverse to expressing an opinion regarding the new bill until such a time as more information is available as to the amount of the tax to be imposed and just what firms are liable. Incidentally the new bill it is understood provides for the taxation of street railways, express companies and banks.

FROST AND CANNED GOODS' PACK

IN discussing the packing of canned goods and the effect that frost has on the extent of the pack in certain sections, a prominent packer gave some very interesting information to the writer the other day. He pointed out that factories located near bodies of water usually are able to pack for a week or two weeks later each fall than factories in districts only a few miles distant where there is no water. He gave this as the reason why we find so many factories along the Lake Ontario and Lake Erie shores. It seems that the frosty winds in passing over the water lose their low temperature. The water "draws" the frost from the air and when the winds reach the further bank they have lost their intensity. Flowers, he further stated, will be found blooming in all their late summer luxury on one side of a body of water, whereas on the opposite side they have passed away two to three weeks previous. This interesting phenomenon explains why there are so many canning factories operating so close to bodies of water and why so many continue to pack when frost has stopped others.

Fields of grapes have frequently been observed to have been caught by frost when others not more than 500 yards distant were almost immune. The humidity of the soil and the way the sun strikes the field has a great deal to do with this.

ONE HUNDRED PER CENT. PROFIT!

AN official of one of the largest mail order stores in New York City recently testified under oath that the usual, customary and ordinary profits on a certain line of goods in most large stores was 100 per cent. Mail order houses cut prices on certain lines of goods apparently to give the public the impression that all its goods are sold on the same narrow margin of profit. They lose money on such transactions but they figure that they will in the long run attract new customers to their stores by indicating that all their goods are sold at similar advantageous prices. This, of course, they cannot do, for if they did, they soon would be compelled to go out of business.

We are told that bargain advertising is losing its force. It is certainly true that every once in a while the purchaser of a bargain article finds he has got caught and in the end pays more for the goods than he would had he bought a better quality at the regular price. The retail dealer who maintains quality throughout and who gets a fair price for his goods, is the one most likely to succeed in the end. Bargain hunting has become a fad with some, such people purchasing bargains only; but the good, average, substantial every-day trade at a fair profit is to-day actually MAKING more real merchants than price-cutting ever did or ever can do.

A SPIDER'S web offers the best example of a natural net that is known to man and may have been the model of the fisherman's net of to-day, the origin of which is lost in antiquity.

* * *

WHAT BANK manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

How John Bull Likes His Eggs

Requirements of the British Importers—The Handling, Packing and Caring for Them to Produce Greatest Satisfaction—A Valuable Compilation of Facts by an Expert—Future for Canada in British Market

By J. W. Atherton, Wm. Davies Co., Toronto.

(Address at Canadian Produce Convention)

WE have yet a lot to learn in regard to the exportation of eggs. The experience we have had during the past season will be very useful, but in order to develop the Canadian egg trade so that it will occupy its proper place in the British market it is very essential that the quality of the product we send them be of the very best.

Under ordinary conditions Canadian eggs will meet with very strong competition; in order to retain the trade of the greatest market in the world and occupy a place similar to that held by Denmark in Great Britain, it is of the utmost importance that we be particularly careful in grading, and ship eggs of the very highest quality.

Large quantities of eggs were exported to Great Britain a few years ago, these reached their highest point during 1901 and 1902, when in each year between eleven and twelve million doz. were shipped. From the year 1902 the exports gradually diminished while the imports steadily increased. It is interesting to note during those ten years the imports increased in about the same proportion as the exports decreased.

Production Increases 40 Per Cent.

This may appear strange in view of the fact that production has been increasing right along, from 1901 to 1911, the increase being 40 per cent.

This, however, is offset by the increase in consumption; from 1891 to 1901 the increase in consumption was 29 per cent., while from 1901 to 1911 the increase was 70 per cent.

The average consumption per capita in 1891 was 11.8 dozen, in 1901 it was 13.72, an increase of 16 per cent., and in 1911 it reached 17.39 dozen per capita, an increase of 26 per cent.

You may perhaps ask why the difference between the increase of 70 per cent. in consumption, and 26 per cent. increase per capita from 1901 to 1911. This is accounted for by the increase of population which was 34 per cent. during that period.

Surplus for Export

Without having statistics to go by, I believe production during the year 1915 was larger than ever before. Without doubt this will continue; owing to the war it is hardly likely that our population will increase, so many of our boys going to the front, and also to the fact that immigration to Canada is practically nil, it is natural to suppose therefore, that we will have a surplus of eggs for export.

You will admit our eggs the past year have commanded a ready sale owing to the great shortage of continental supplies, especially from Russia. Had conditions been normal last year it is a question whether our eggs would have been wanted at all after the condition in which they arrived during the fall of 1914. We know there have been some shipments of eggs exported that were not properly packed; this reflects discredit on the trade generally.

To meet this market therefore, it is necessary to give them the right kind of product. If we do this and gain the confidence of the importers there is no reason why this export business should not continue after the war; this will depend of course on whether we can compete with other countries in regard to price.

War Situation Helping

The war is giving us an excellent opportunity to establish ourselves in the British market. In looking over the yearly trade report of the United Kingdom we find the imports of eggs have decreased over 50% in the last two years. In 1913 the imports were 7,193,317 cases, containing thirty dozen each. In 1914—5,968,268 cases and in 1915—3,415,986 cases. The average price paid per dozen for these eggs was as follows:—1913, 21.33c; 1914, 23.19c; 1915, 28.68c.

In shipping eggs to the United Kingdom we must also look at it from the buyer's standpoint as well as our own. I purpose therefore, to touch briefly on a few of the most important points that are necessary for the development of this trade.

Good Cases Required

We will first take up the question of cases, owing to the many complaints received during the fall of 1914 re broken eggs caused through the frail cases that were used, the trade generally adopted a heavier case last season, similar to our road case, three-eighths inch lumber sides, top and bottom, five-eighths inch ends and centre, and patent fastener top. Since using these cases there have few complaints, if any, in regard to broken eggs, in fact we have heard from some of the importers in England and Scotland who say they are the best case so far received from Canada one dealer going so far as to state that he did not think they could be improved upon.

On the other hand, one of the largest dealers there maintains that the Danish and Russian cases (especially Russian) are most suitable for their market. He admits our cases are very neat and handy, as they can be easily handled by one man, but goes on to say they can also be very easily mishandled.

The Russian case which contains one hundred and twenty (120) dozen or fourteen hundred and forty (1440) eggs, requires two men to handle it, therefore, it is not so liable to be thrown about. They have occasional breakages with these cases, but not anything like they have with ours.

The Russian case is made with a division in the centre which can be sawn through, leaving two half cases containing sixty dozen each; there are four layers of eggs, fifteen dozen a layer in each half case, each layer contains ten rows and each row eighteen eggs.

A complaint has been received that some cases were shipped from Canada that were too large for the fillers or the fillers too light for the cases, this would naturally cause the contents to swing backwards and forwards when the cases were handled, causing breakage.

There is a difference of opinion in regard to branding or stencilling the cases. From what we can gather the large importers would rather not have the shipper's name on. For one thing, it gives away the source of their supply to their customers, and some prefer to sell under their own brand. Another thing, in selling to the smaller trade there is likely to be a good deal of cutting, consequently, from the importers point of view they are not worth handling. On the other hand, the retail trade favor stencilling regarding it as a guarantee of quality.

It has been suggested that all cases should be pierced with small holes in the ends to allow ventilation, in some cases this has been overcome by leaving about a quarter of an inch space between the slats on each side of the case.

It is very necessary that good white fillers and flats be used as well as proper

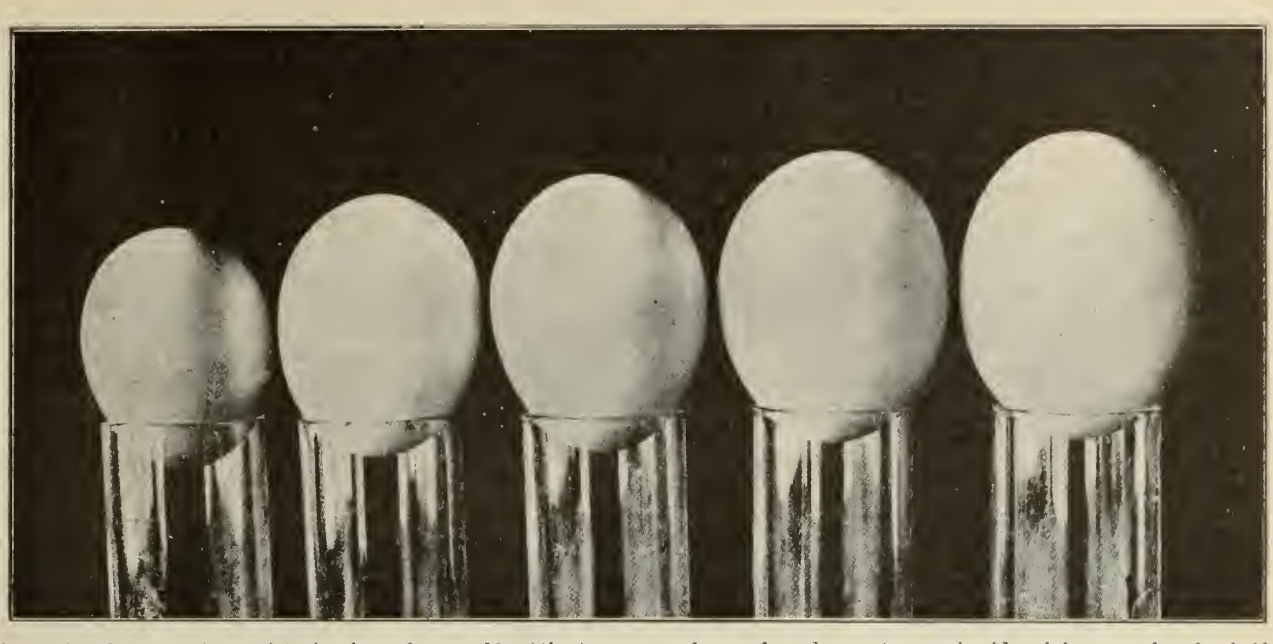


Illustration demonstrates variety in sizes of eggs. Mr. Atherton says a dozen of good export eggs should weigh a pound and a half.

packing top and bottom. Some of the dealers last season made it a point to use exclusively Number One White fillers and flats, and Excelsior Cushions. four to each case, one top and bottom of each section, and found they were a great protection; these were also favorably commented upon by the importers.

The Russian eggs are packed in wood-wool or wood shavings, (we presume what we call excelsior). Some say the reason Russian and Danish eggs carry so well is on account of the springiness of this wood-wool, even though the eggs be packed tight breakage is avoided by a certain amount of "give" without the eggs coming in contact with one another; where any breakage has occurred it has been caused through insufficient shavings being used.

One importer suggested that our fillers be made a little deeper, it appears that a good many of the largest eggs are dimpled or chipped owing to their being jammed together.

The principal complaint seems to be in regard to the flavour of storage eggs. This, they attribute to the cardboard fillers. This may be caused either by the eggs not being properly dried before being repacked or by using fillers too new. fillers should be thoroughly dried before being used. There are, we believe other scientific reasons for this flavour.

If there is any dampness at all it is only natural when the eggs are placed in the close hold of a ship, more or less sweating takes place and the eggs will be affected.

Defrosting and Grading

Eggs should be thoroughly defrosted before being repacked, with dry air if possible, thereby absorbing all moisture. If this is done and the eggs are repacked into perfectly dry fillers there is every prospect of their arrival at their destination in good order.

One of our friends in Scotland advises us that in Russia the eggs are taken out of Cold Storage and when one wants to get the best results, are put into the "defrosting chamber" and there they are thoroughly treated with dry air, which absorbs the moisture from the cases as well as the eggs, and after being so treated are shipped in the original cases without being recandled. On arrival at destination they seldom show more than two or three dozen bad eggs per case of 120 dozen, about two per cent.

This, therefore, appears to be one of the most important, if not the most important thing to take into consideration. Some of the dealers here appear to be under the impression that if the eggs are taken out of storage during the cold weather and repacked at once without sweating they will be all right, apparently not taking into account that when the eggs are placed in the ship's hold they are likely to sweat. Remember that no temperature is taken when eggs are shipped ordinary stowage, but when shipped in refrigerator, the temperature is taken every day.

April and May Eggs Storage Recommended

It is important that the quality of eggs for export should be as near perfect as possible; when shipping cold storage eggs only April and May stock should be sent. Sound, clean eggs only should be shipped. All smalls, dirties, splits, number two and weak eggs should be picked out and used locally. A case of thirty dozen should weigh forty-five pounds net. It stands to reason that a weak or shrunken egg will not stand the journey, the shaking up till it gets on board ship through the motion of the boat, breaks the already weak membrane of the air space, also the ligaments of the yolk and by the time it reaches its destination the egg is addled and goes bad very quickly: you cannot expect such eggs to give satisfaction.

The principal trouble this year seems to have been dampness, resulting in a great many bad eggs. It is up to the shippers to find out the cause and remedy it. If the eggs are not thoroughly defrosted or the fillers not perfectly dry, any sudden change in temperature which they may be subjected to during the journey will cause them to sweat, the result being spotted and musty eggs.

Delays in transit also account for a good many bad eggs, owing to the congestion of freight, delays in sailings cancellation of steamers on this side and delay in discharging vessels on the other. All these have to be taken into account, you will see therefore how necessary it is to take every precaution when packing the eggs.

We would like to emphasize the fact that too much care cannot be exercised in drying the eggs before repacking, if this is not done the dampness is absorbed by the cardboard and in a very short time they become musty and spotted.

We have been advised that Canadian eggs, so far as appearance goes, can-

not be beaten, clean, nicely mixed in color and splendid sellers, but owing to the condition in which some have arrived, together with what they term a peculiar or storage flavor, the Russian eggs are given the preference, although they are not as large and attractive as Canadians. White eggs are preferred: Americans are too brown. They say the Russian eggs arrive in better condition, the whites are stronger, they have a cleaner flavor and show less shrink.

It is only fair to state however that Russian eggs are packed in May and June and brought out in November and December whereas, Canadians are stored in April and May and shipped in December and January.

The greatest of care should also be exercised in the loading of cars, as well as careful handling by the Railway Companies and prompt delivery of the eggs at the Seaboard. Before loading, see the cars are sweet and clean, and follow the system of loading as advocated by Dr. M. Pennington at our Annual Meeting at Guelph last year. This is a very simple method and we believe, the best. Have a tracer follow each car until it reaches its destination.

It would be an excellent arrangement and save the dealers thousands of dollars if the Railway Companies could be induced to attach pneumatic buffers to the cars.

The price quoted in England is usually in shillings, as, so many shillings per long hundred, which consists of one hundred and twenty eggs or ten dozen. There is considerable expense in exporting eggs and it is necessary to realize a decent price in order to cover all the charges and make a living profit.

Turnover is Slow

It is not like the business of a retail dealer where they sell for cash and turn their money over twenty times during the year. The Produce Dealers as some of you gentlemen know, who are unfortunate enough to be in that line of business, are doing well if they can turn their money over twice during the season.

We figure it takes in the neighborhood of six and a half cents (6½c) to cover all the changes in connection with the export business, made up approximately as follows:—

Inland freight charge ..	.893
Ocean Rate	2.981
War Risk	.330
Marine	.150
Exchange	.165
Shrink	.750
Case and Fillers	1.000
Labor	.500
	6.769

These figures are based on shipments from St. John, Portland and Boston a month ago. The rate to-day from these ports is 47c per cubic foot or 3.902c per doz. And we understand the ocean rate from New York is now 63c per cubic foot or 5.25c per dozen.

In addition to this, those who sell through a broker will have commission to pay.

It will interest you to know that during 1915 exports of eggs from Canada were in the neighborhood of 300,000 cases, the value being over two and a half million dollars, an average price per dozen of 28.41c.

The remark has been made, that to make this convention a complete success from an export standpoint, either the Agricultural Department at Ottawa or the egg shippers should have invited and paid the expenses of two or three importers from England and Scotland, when a policy satisfactory to both countries, might have been adopted as it is very important for Canada to meet their market by shipping what their trade requires.

This appears to be a very good suggestion and perhaps some such arrangement can be made at a future meeting.

Criticize Retailers' Fines

Association Wants Further Particulars About Fines in Lime Juice and Salad Oil Cases—Reports on Certain Goods Discussed.

TORONTO, Feb. 17.—(Special.)—At the regular meeting of Grocers' Section, Retail Merchants' Association, on Monday night, the question of grocers being fined for selling goods which did not come up to Government standards was discussed. F. C. Higgins, the chairman of the section, presided.

One of the members stated that recently a certain grocer was fined $22 and costs for selling lime juice not in accordance with Government standards, whereas another was fined $40 for a similar offence. He also stated that a woman charged with the offence was let free. He believed that the matter should be referred to the Dominion Board, and that it should be taken up with the Minister of Justice. Further inquiries are being made. Several retailers did not think that the retailer should bear the brunt of a fine in such a case. They claimed it was up to the manufacturer to see that his goods were properly labelled. Canada's Pure Food Law is the "Adulteration Act." The Inland Revenue Department have charge of its operation, and during recent years have been issuing food standards on various lines of goods. These standards define each food, showing just exactly what ingredients it should contain in order to come up to the standards for a pure article. Anything that did not come up to that standard could not be sold as pure.

The protection of the retailer lies in the Government warranty. When a retailer buys goods from a certain firm, if he is not fully acquainted with that firm and the goods it manufactures, he should ask for a warranty that the goods are pure within the meaning of the Act, or he should get the information that he was receiving a compound article and sell it as such. If he gets the warranty, then the manufacturer who gave it to him—if the goods should turn out to be beneath the standard—has to bear the brunt of any fine imposed.

Robert Dowson, chairman of the Resale Committee, reported on a visit of the committee to a large manufacturer during the past month. The committee pointed out that they were desirous of buying the goods and selling them on the fixed price basis so that there would be no cut in their profits. Mr. Dowson said personally he was satisfied with the goods, but that on account of cutting by department stores he was unable to make a satisfactory profit. He told the manufacturer it would be better to have the co-operation of the grocers, which form the bulk of the distribution, than of the department stores. The result was that the association is asked to place a selling policy before the firm in question, and this will be attended to by Dominion Secretary E. M. Trowern.

The grocers have decided to hold a social evening on Wednesday, February 23rd, at which each member is supposed to bring along a friend. The evening will be pleasantly spent with music, progressive euchre and other games, and refreshments, and there will be a few addresses. The committee which has the matter in hand reports that there will be something good in store for everyone there. The committee which at first had the matter in hand was composed of the following members:—Wm. Forster (convener), Donald McLean, W. J. Parks, Donald Nicholson, F. C. Thorne, Mr. Black and W. J. Nichol. Mr. Forster, however, on account of pressure of other work, has resigned from the chairmanship.

T. M. Humble, the new secretary of the Toronto branch R. M. A., gave a brief address, asking the co-operation of the Grocers' Section.

A vote of thanks was passed to J. Milton Cork and Donald McLean, chairman of the 1915 Picnic Committee and treasurer respectively, for the splendid work they did in conducting the excursion to Cobourg last year.

Secret Lies in Fish Flavor

The Retailer Who Maintains the Flavor of His Fish by Proper Attention is Most Likely to Succeed—Frozen Fish Should Not Be Allowed to Thaw—How the Government Is Helping to Market Fish

Written for Canadian Grocer by G. S. Pearson

THE Publicity Committee of the Canadian Fish Association has arranged to cover the country with fish posters advertising February 29th as Fish Day, urging dealers to push sales and the public to buy. The posters present a life-sized fish. It is proposed to get out a very attractive poster that the merchants all over the country will gladly hang in their windows. A great many thousands are to be sent out in sufficient quantity so that each large city can furnish its quota to the smaller places around.

The winter trade in fish depends to a large extent on the state of the weather. Up to the first week in February this winter has been unusually changeable, and in consequence unfavorable to the handling and the sale of fish—in some cases. By that is meant those cases in which preventive measures were not used to avoid any detraction from the flavor as a result of the softening of the fish. That palatable and delicate flavor of a fish is as elusive as the bouquet of some rare wine and more easily lost. It is not generally known that the fish begins to lose its flavor the moment it is taken from its native element. But such is the case. The longer it lies around, the more it is handled, the soggier it becomes, and as it loses its delightful firmness, it also loses its delicate flavor, until, assisted by insufficient care, it becomes a flabby chunk of coarse food. For the flavor is everything in a fish—it's all in all. Too many people handle it, as if it were beef and improved with hanging.

However, there is a remedy, and that is to see that a frozen fish remains frozen, irrespective of the weather, and does not become soft or hard, according to the weather. In summer, ice and more ice is required. There is no such thing as using too much of it; in winter a cold storage plant is the solution.

The pretentiousness of the plant must vary with individual resources and local needs, but there is absolutely no reason why every dealer should not have a plant of his own.

A Great Opportunity

A great opportunity for any progressive and wide-awake dealer lies in the constant neglect of this matter of keeping fish fresh by so many of the trade. Many attend to it partially, few wholeheartedly. When one realizes that the whole secret of fish trading depends upon this one point in the sense that all the other features that lead to success are dependent upon it, it will be seen that it is a vital one. This is so obvious that it is usually neglected. Therein lies an opportunity for the man who can retain this fine flavor in his fish and make it his chief talking point in all advertising, whether that is done in the newspaper, the window, or by personal conversation. It is one that cannot fail to catch the imagination of the dullest of customers. One of the greatest successes in the fish line in Montreal was and is being made to-day by a man who has laid particular emphasis on this one point. His remarkable success is so greatly due to this fact that he frankly refuses to be interviewed on the subject, saying that he has no wish to assist his competitors. That, of course, is the narrower view. It is no secret, however, that this man constantly points out in his newspaper advertising the care with which he surrounds his stock of fish. His window advertising is full of subtle suggestions on this point; the show-cards say it, and the fish—well, they look it. And they sell! They sell like the proverbial hot cakes. In the last soft spell in Montreal this man fluttered about his fish like a nervous hen about her brood. He made his window display light, so that the bulk of the fish might be in his modest ice box, kept firm and fresh by the draughts of cold air that the window fish could not get.

Something New IN FISH

Boneless Herrings

Small, smoked Fillets, perfectly free of bones and tasty eating. The price is right!

This cold weather is right for Oyster Stew. Make it with lots of rich, new milk and order the Oysters of us! **Fresh-Caught Haddock and Halibut, Steak Cod, Flounders, Fresh Herrings.**

Our Phones: Up. 2724-903-904-905.

HENRY GATEHOUSE & SON

350 Dorchester W., Montreal.

This advertising is changed daily in Montreal newspaper.

Every Dealer's Opportunity

This fact is the opportunity of every man who is out to succeed in a fish department or a fish store. It is his one best bid for fame in fish. Of two Montreal retailers buying from the same wholesale dealer, one is notoriously careless with his stock and depends upon small profits and big sales for his business. The other gives care and charges what some competitors say is an outrageous price. Yet he does a big business. "The flavor is remembered long after the price is forgotten."

This first dealer—the big sales, poor quality man—represents a type that is only too common. Doing fairly well, they overlook the fact that they can do even better. Dazzled by a comfortable living and what seems like a fair profit, they do not feel the need of exerting their grey matter or their hand to greater effort.

The Government Gives a Lead

The Government happily has set an example in fish-care that indicates how much importance is attached to this feature by fish experts. Until a few years ago the chief source of supply for the biggest markets in Canada was in the United States, because people would not buy the Canadian fish, that coming from our own coasts in small lots was improperly cared for. The small size of the shipments prohibited the use of refrigerator cars and express rates advanced the price too high above the U. S. product, which in many cases had come from Canadian waters, but in carload lots.

So the Government intervened. The express companies would not lower their rates, but the railroads agreed to furnish refrigerator cars that were to be handled by fast freight three days of every week. In addition to this, the Government agreed to pay one-third the express charges on less than car lots from the Atlantic coast to points as far west as Eastern Manitoba and from the Pacific to the same locality. The Government by this means made a real Canadian trade in fish possible.

Tariff Changes Are Slim

Only Two Announced in Budget Speech, One of Which Affects Grocery Trade Only Slightly—Tea Again Escapes—Companies, Partnerships and Individuals in Business Bear the Brunt This Time—Text of the Budget.

FINANCE Minister Hon. Thomas White has brought down the budget. There is, however, little of direct interest to the grocery trade from a tariff standpoint, inasmuch as there are but two changes made in the tariff, one only of which affects it, and then not to a very great extent. The one outstanding fact from the standpoint of the trade and the tariff is the absence of a tax on tea. This has been freely predicted for a long time by many tea men, although there were some who did not believe it would materialize. The latter were the prophets in this case.

Canadian Grocer pointed out some weeks ago that whether we would have a tax on tea or not, would depend on the view of the entire question by the Government. To tax the national beverage would probably have created a certain amount of prejudice against the Government. On the other hand, it was pointed out that the Finance Minister needed a lot of money, and it was a problem whether the revenue obtained from a 10c tax on tea would be used to obtain part of that required money. We see now that it apparently was not needed, at least for the present.

The raising of the duty on apples from 40c to 90c per barrel, intermediate and general tariff, is not apparently for the purpose of raising any great amount of revenue. From what we can judge, it is a purely protective measure, particularly for the apple grower in British Columbia.

Text of the Budget

The following are important extracts from the text of the budget affecting companies and individuals engaged in all commercial enterprises, such as that of the grocery business:—

"That, in the following resolution, 'Minister' means the Minister of Finance of Canada; 'non-Canadian company' means an incorporated company having its head office or principal place of business outside of Canada, but having assets in or carrying on business in Canada; 'persons' means any individual or persons and any partnership, syndicate, trust, association or other body, and any body corporate, and the heirs, executors, administrators, curators and assigns or other legal representatives of such persons, according to the law of that part of Canada to which the context extends.

"That there shall be charged, levied, and paid to his Majesty a tax of twenty-five per cent. of the amount by which the profits arising from any trade or business subject to the tax in every accounting period ending after the fourth day of August, one thousand nine hundred and fourteen, exceeded, in the case of incorporated companies seven per cent., and in the case of all other persons ten per cent., upon the capital employed in such trade or business.

"Provided, however, that the amount paid or payable by any person under provisions of partnership of the special war revenue act, 1915, shall be deducted from the amount which such person would otherwise be liable to pay, and the Minister shall have power to determine any questions that may arise in which the taxes under the said act and those herein are payable.

"That the accounting period shall be taken to be the period for which the accounts of the trade or business have been made up, and where the accounts of the trade or business have not been made up for any definite period so far, the period for which they have been usually made up, or if a year or more has elapsed without the accounts being made up, the accounting period shall be taken to be such period, and ending on such a date as the Minister may determine.

Applies to all Trades and Businesses

"That the trades and businesses to which the tax shall apply are all trades and businesses, including the business of transportation (whether continuously carried on or not) of any description, carried on or partly carried on in Canada, except

(a) Any trade or business other than a trade or business which, or any portion of which, is the manufacturing or dealing in munitions of war or in materials or supplies of any kind for war purposes, the capital employed in which is less than fifty thousand dollars.

(b) The business of life insurance.

(c) The business of farming and stock raising.

(1) That the profits shall be taken to be the net profits arising in the accounting period.

(2) The profits of a non-Canadian company shall be such proportion of the net profits as shall bear the same proportion to the total amount of its net profits as the capital of the company as defined herein bears to the total amount paid up upon its capital stock.

(3) No deductions from gross profits for depreciation or for any expenditure of a capital nature for renewals, or for the development of a trade or business, or otherwise in respect of the trade or business, shall be allowed except such amount as appears to the Minister to be reasonable and to be properly attributable to the accounting period.

It is difficult at a glance to see all the effects of the budget, but in the next issue of Canadian Grocer the matter will be gone into in more detail.

THE TWO EXCEPTIONS

Many retail, wholesale and manufacturing houses are in doubt as to whether the new budget applies to them or not. The text appears to be in the following clause, No. 4 of the text:

That the trades and businesses to which the tax shall apply are all trades and businesses, including the business of transportation (whether continuously carried on or not) of any description, carried on or partly carried on in Canada, except

(a) Any trade or business other than a trade or business which, or any portion of which, is the manufacturing or dealing in munitions of war or in materials or supplies of any kind for war purposes, the capital employed in which is less than fifty thousand dollars.

Unless, therefore, a trade or business is capitalized at $50,000 or more or it is engaged in the manufacturing or dealing in munitions of war or in materials or supplies for war purposes, whether capitalized at $50,000 or under, it would seem to be exempt from the new regulations.

The Retail Merchants' Association of Vancouver, are planning a big revival of activities throughout the province. Among the matters to be taken up are, a tax on mail order houses by the B.C. Legislature; the matter of giving prizes in connection with retail sales, and the making of false statements in advertising.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

Quebec Chocolates, Quebec, P.Q., have registered.

Prevost & Cie, grocers, Montreal, have registered.

J. A. Menard & Co., are opening a general store at Farnham, Quebec; Mrs. J. A. Menard registered.

The Pure Maple Sugar and Syrup Co-operative Agricultural Association meets on February 28th and 29th, in Montreal, for its fourth annual convention, during which the matters pertaining to the furthering of the industry will be taken up.

John Paterson, of Montreal, who recently passed away in his eighty-third year, was for some years engaged in the coffee and spice business in that city, retiring from it in 1886. He was later vice-president of the Richelieu & Ontario Navigation Company.

At the annual meeting of the Grocery Section of the St. John branch of the Retail Merchants' Association, held in St. John, N.B., on February 10, officers for the coming year were elected as follows: Chairman, T. J. McPherson; first vice-chairman, E. W. Rowley; second vice-chairman, S. E. White; treasurer, W. A. Porter; secretary, W. S. Logan. There was some vigorous comment on the charge that certain of the wholesale establishments are competiting with the retailers by selling in retail quantities to private citizens. The matter will be taken up with the Manufacturers' and also with the Wholesale Grocers' Guild.

Ontario

The Dominion Citrus Fruit Co., Berlin, Ont., has obtained a charter.

Robt. Maltas, general merchant, Little Current, Ont., has sold to G. Armstrong.

Stephens Store, Ltd., general store, Collingwood, Ont., sustained a fire loss recently.

The Manitoulin Co-operative Association, Ltd., Gore Bay, Ont., has obtained a charter.

Charlton & Gaurette have opened a grocery store at the corner of Cheapside and Colborne streets, London, Ont.

Mrs. E. M. Cathers, grocer, of Thedford, has leased her store to Mr. W. E. Bradt, of Exeter. Mrs. Cathers intends moving to Detroit.

Dalley Products, Ltd., F. F. Dalley Co., of Canada, Ltd., and the F. F. Dalley Corporation, Limited, Hamilton, Ont., have each obtained a charter.

John Tolmie, ex-M.P., manager of the Ontario People's Salt & Soda Co., Ltd., Kincardine, died February 10th, as the result of a fall in his cellar, the previous night.

J. J. Philip, of D. Wodlinger's, Swift Current, Ont., has left recently to take the position of manager of the grocery department of Chevalier & Pollock, of Maple Creek.

Cohoon & Patterson, grocers and butchers, of Central avenue and Maitland streets, London, Ont., have on account of the increase of business added a large refrigerator to their list of fixtures.

W. H. Millman, of W. H. Millman & Sons, Toronto, has a very severe attack of Grippe, and has been confined to his bed for the past four weeks. Front street is missing Mr. Millman's familiar figure and all hope to see him out again soon.

Adam Ballentine, a retired grocer, died February 11th at his home 119 Wellington street, Hamilton, Ont., after an illness of several months. Mr. Ballentine was largely instrumental in the formation of the Retail Grocers' Association in Hamilton.

The London Retail Grocers' Association have decided to hold a Pure Food Show at the Princess Winter Gardens the week of April 24. The executive Committe who have charge of the affair, claim it will surpass anything of the kind ever held in Canada. They have already engaged a fine orchestra to play every afternoon and evening during the week. The orchestra consists of ten pieces. The floor space is three times as large as the Masonic Temple, where the Retail Merchants' Association conducted a Pure Food Show, last May. This is purely a local affair.

Western Canada

Ferguson Bros., general merchants, Stenan, Sask., have dissolved, D. W. Ferguson continuing.

J. McDowell has opened a new store at Brandon, Man., under the name of the Paragon, 220 Tenth street.

The Webb Trading Co., general merchants, Webb, Sask., have opened a branch at Lethbridge, Alta.

John Hill, of the Weyburn Grocery Co., Weyburn, Sask., has returned from a holiday in British Columbia.

Lewis P. Mason, of Mason & Hickey, manufacturers' agents, Winnipeg, is on an extended business trip throughout the West.

W. Jones, of Cameron & Heap, wholesale grocers, formerly a traveler in the employ of this firm, has taken over the management of the Swift Current branch.

Major Codville, of the One Hundred and Forty-fourth battalion, who has been seriously ill with pneumonia at the Fort Garry Hotel, Winnipeg, is convalescing.

The Saskatchewan Government is considering the advisability of submitting a referendum on its temperance policy to the people at an earlier date than the statute provides.

David Spencer, Ltd., Vancouver, announced big bargains in canned fruits and vegetables, giving as the reason for this that they are discontinuing catering to the hotel trade.

F. B. Shelburn has been added to the traveling staff of the Codville Co., Winnipeg, and will cover Manitoba and Western Ontario. He was formerly with the White Star Mfg. Co., Winnipeg.

The Royal Columbian Hospital Board, New Westminster, B.C., has asked the city to donate the sum of at least $9,000 to liquidate bills due local merchants, which have been accumulating for years.

A. C. McDonald, assistant manager of Campbell, Weson and Strathdee, wholesale grocers, Regina, Sask., is leaving Regina to assume the management of the company's new branch at Swift Current, Sask.

E. Nicholson, of Nicholson & Bain, commission brokers, Winnipeg, who has been seriously ill for some weeks with pneumonia, was taken to the General Hospital last week, where he is to undergo an operation.

The Retail Merchants' Association, Weyburn, Sask., met last week to take up the matter of the Credit Reporting System introduced by the association, each member furnishing information regarding his creditors.

The general store owned and operated by J. H. R. Dixon, Belle Plaine, Sask., was destroyed by fire on the evening of January 31st, the source of which is unknown. The damage is estimated to be about $20,000, of which the insurance is not stated.

No Tax on Tea

Budget Slightly Interesting on Account of Tax on Apples, But More so in View of Tax on All Companies—Sugar Very Firm—Molasses Firm and Advancing—Beans Higher Again.

Office of Publication, Toronto, Feb. 17th, 1916.

THE budget came down Tuesday, and despite all prophecies to the contrary, there was no tax on tea. For several weeks before the budget in each of the last 34 years some have predicted a tax on tea. Never once has this materialized. These men have advanced all sorts of arguments—some of them apparently sound—why there should be a tax on tea, and in the case of the budgets brought down in the two war years, they have been almost positive in this direction. The Government did not bother itself with predictions either one way or the other, but has adopted other ways and means which it believes will bring in the needed revenue. Teas, therefore—already very tightly held—are not strengthened at all by any tax.

The position of sugar is interesting. The New York market on raws is now higher than at any time, with the exception of one occasion since war was declared. This, on the face of it, seems a little difficult to understand, because the British Government is not now buying to any appreciable extent. France, however, is still placing large orders, and what is even more important in the situation is that refineries are caught short in their supplies of raws. So far as we are concerned in Canada this condition also exists. Sugar men say, quite frankly, that the market is about 25c below what it should be. They admit that with the exception of one or two, refiner's stocks of raws in Canada are very light. Were it not for competition there would have been an advance this week, and before this gets to press higher prices are not at all unlikely.

The situation in spices is further complicated by the embargo placed by Great Britain upon exports of its Eastern dependencies. All spices were firmly held, by reason of freight troubles, and this embargo was not needed to make a strong market. This latter, however, is now doubly strong, and Montreal reports advances in several lines.

Potatoes are higher again in New Brunswick, Winnipeg and Vancouver, but steady in Montreal and a little lower in Toronto. New-laid eggs are easing off rapidly under heavy receipts and plenty of eggs in the United States.

QUEBEC MARKETS

Montreal, Feb. 17. — Market is firm and the only changes of the week have been of an upward nature up to Tuesday. Interest centered on the coming budget, the expectation of which has greatly increased the selling movement of some lines and restricted that of others. A feature of this market has been its freedom from speculative movements. As indicated by our reports of the past few weeks the feeling of the trade that few tariff changes were unlikely to occur has been fully justified and the general feeling is that the market will take on new life with the lifting of possibilities of any tariff change.

Trade has been brisk and the whole tone of the market is a confident one. With the disposal of the tariff question the freight matter is acquiring additional and chief prominence in its relation to the ever increasing costs and uncertainty of delivery in many lines. Opinion has been greatly at variance as to the desirability of any changes in the existing tariff but at no time has there been any doubt as to the ability of the country trade in general to withstand any necessary changes. The market has settled down to a conservative basis that is devoid of speculation and which tends to firm feeling in connection with a possible shortage in many manufactured and imported lines.

Advances of an abrupt nature have occurred in peppers as result of the British Governments embargo on the primary market and the whole spice market is in a highly unsettled condition that is uniform only in its advances. White and black pepper, cloves and cinnamon show the greatest advances. Future deliveries in Barbadoes molasses have advanced one cent and the market shows added strength in sympathy with the latest raise in refined and a stiffening in raw sugar. Prunes and tapioca have

Markets in Brief

QUEBEC MARKETS.

GENERAL GROCERIES—
- Freight situation worse.
- Spices very high and erratic.
- Molasses and other advances.
- Sugar situation firm.

FISH AND OYSTERS—
- Advance in cod and halibut.
- Lobsters scarce.
- Smoked fish stocks light.

FLOUR AND CEREALS—
- Flour quiet.
- Export trade retarded by freights.
- Market firm.

FRUIT AND VEGETABLES—
- Decline in oranges.
- Lemons more plentiful and cheaper.
- Other lines firm, with narrower price ranges.
- Advance in cauliflower.
- Firm market and good demand for roots.
- Sprouts are scarce.

PRODUCE AND PROVISIONS—
- Provisions firm.
- Cheese very quiet and very scarce.
- Eggs down 1 to 2c.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour still firm.
- Buckwheat higher by a cent.
- Mill feeds scarce.
- Rye and barley hurt by British announcement.

PRODUCE AND PROVISIONS—
- Pure lard lower.
- Dairy butter lower.
- New laids decline.
- Cheese high and firm.
- No change in poultry.

FISH AND OYSTERS—
- Cape Cod oysters selling.
- Whitefish moves briskly.
- No other features.

FRUIT AND VEGETABLES—
- Apple prices up.
- Bananas advance again.
- Potatoes down a nickel.
- Cauliflower very high.
- Navels take a drop.
- Tomatoes in demand.

GENERAL GROCERIES—
- No tax on tea.
- Sugars may be higher.
- Advance in molasses.
- Also beans and peas.
- Tapioca prices up.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour remains at $7 bbl.
- Heavy snow affects business.
- Wheat market still firm.
- Demand for feeds good.

FRUITS AND VEGETABLES—
- Potatoes take big jump.
- Manitoba prices up 40c per sack.
- Turnips also up 15c per bushel.
- New sweet potatoes arriving.
- Fruit prices unchanged.

FISH AND POULTRY—
- Good demand for all fish lines.
- Lent will help business.
- Halibut and haddies sell well.
- Few changes in quotations.

PRODUCE AND PROVISIONS—
- Hog receipts heavier.
- Few changes in pork products.
- Butter undertone not firm.
- American new laids expected.
- Egg scarcity in Winnipeg.

GENERAL GROCERIES—
- Slight advance in peanuts.
- Baking soda up 75c per 100 lbs.
- Baking powder may advance.
- Coffee market firmer.
- Peppers take a jump of 3c lb.
- Pickling spices will be higher.
- No further change in sugar.

advanced and teas are firm with an extra large volume of trade passing in all lines. Blueberries in gallon tins have advanced 25c and are now $5. per doz. Cotton seed oil has advanced 10c and is now $1.35 in bbls. and a $1.50 in gallons. Another washing sundry has advanced in the 5c increase in Javelle water which is now offered at from 40c to 45c per doz. Some uneasiness is evident in some lines of grocers sundries and a shortage is feared in some classes of packing material.

SUGAR market is firm with no change in basic conditions other than an accentuation of them and an advance of 10c in refined at New York where it is offered at $6.10. This advance is now general at the point although it was not simultaneous. Raws are strong and are out of the market for less than three and seven eighths cents. Demand has been brisk with a considerable volume of trade passing as measure of protection against possible budget announcements. Refiners have been urging wholesalers to stock up and orders have been placed and taken on a budget basis which provides for eventualities in the way of increased duties on future imports. The announcement of an untouched sugar schedule will have rendered these precautions unnecessary.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1, 100 lb. bags	6 25
Dark yellow, 100 lb. bags	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lumps—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 75
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 65
Half cartons	8 55
Crystal Dominoes, cartons	8 15

MOLASSES AND SYRUPS.—There has been an advance of one cent on May June and July shipments from Barbadoes which has materially strengthened the feeling in local market although spot prices remain unchanged but firm. Freights continue to be ruling factor here with sugar prices a close second. Up to date no relief is in sight in the first and there has been an advance in the second that will undoubtedly react on the molasses market. Demand is only fair as result of buyers holding off for the new make.

Corn and cane syrups are unchanged in price and in good demand only.

	Price for Fancy.	Choice.
Barbadoes Molasses—	Island of	Montreal.
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.
Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

TEAS.—Teas are moving freely in a firm market that is apparently common to all sections of this and primary markets. Prices are unchanged on spot stocks although advances are reported at primary points, and shipments are more doubtful than ever. Indias at Calcutta are 1½ to 2d. higher than six week sago. Late demand has been largely local. Orders to primary markets have been held up in view of the near proximity of the Budget announcement and the whole market was until Tuesday in a condition of waiting tenseness. Importers stocks have been materially added to for protective purposes in event of an added duty.

DRIED FRUITS.—There is a firmer market on prunes here for stocks on hand following the stiffening reported last week on the primary markets and an irregular tendency inclining to firmness for Coast and Oregan prunes that still continues. Apricots are still firm and unchanged. Most other lines are quiet but strong in prices. Currants are reported firmer following an increase in the freight rate of 30s. making the present rate 100s. plus 10 per cent. of gross tonnage. It is stated that existing stocks in Greece are of inferior quality and not suitable for export trade.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, eacb	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12¼
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Prices on nuts are unchanged and firm with slackened volume of trade passing as result of desire up to Tuesday to hedge on any possible tariff changes. Holders of stocks have been inclined to conserve supplies in sight and to comply with orders only to the extent of actual needs.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 33
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

SPICES.—Market is unsettled, shows some strong advances but is erratic in its upward tendency, and there is a disinclination to quote prices. In some quarters there has been partial withdrawal of them and in others a wide range of prices is in force. The situation is stated to be serious as result of the continual stiffening of prices and lack of appreciation of this fact by the buying public. Sales based on the market are made at greatly advanced prices, any others are discouraged and restricted to small lots in consequence of which all buying is of a hand to mouth order and governed by current needs.

Pepper market has been adversely stimulated by placing under an embargo of all pepper produced in the British dependencies which has operated to cut off supplies at their base and greatly enhance value of existing stocks. All grades are much higher and prices quoted can only be nominal ones, subject to further revision. White pepper is active; shipments of black have been stopped in Singapore.

The clove crop is pretty well over and it is stated there are less than one thousand barrels in New York. Nutmegs are scarce and higher and mace supplies are greatly restricted.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 32	—1 05	—0 35
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—0 40	—0 35
Pepper, black	0 20—....	0 20—1 00	—0 29
Pepper, white	0 35—....	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 18
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

COFFEE.— General condition of market is unchanged with salient features accentuated and the whole question dependent on the ocean freight situation which has become acute and is causing additional firmness. Minimum freights from Brazil to New York are now $2.00 per bag as against 60c last year but such is the scarcity of bottoms that even this fact becomes of secondary importance by comparison. The market is fundamentally a normal one that only awaits a resumption of shipping to insure its stability; the vis-

ible supply is normal as is demand but holders of stock are holding on as result of the congestion at primary markets.

DRIED VEGETABLES.—Peas and beans are quiet and unchanged in price and it is felt that this depletion will be with a fair demand that shows an improvement over last week in case of beans. Stocks have been getting low made up by increased orders that will crop up under stimulus or more settled conditions as result of the new budget. Beans and good boiling peas are scarce. Barley is unchanged, easy to get and in nominal demand.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

RICE AND TAPIOCA.—Market continues firm as result of acute freight situation that has been accentuated by an advance in primary markets. Demand continues good, stocks are none too heavy and there is firm undertone to the market.

Tapioca is firmer as result of an increase of 33 1-3c in ocean freights on some lines of commodities that include this one. Pearl has advanced ½c and is offered at from 7½c to 8c; seed 1c and offered at from 8c to 8½c. Demand is a normal one.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07½	0 08
Seed, lb.	0 08	0 08½

CANNED GOODS.—Market still retains some features and demand has been largely satisfied for the varieties that have been passing most freely. Future movements will be confined to other grades. Ontario packers prices still rule the market in spite of local weakness which is only transient.

ONTARIO MARKETS

Toronto, Feb. 17.—The street is busily engaged in figuring out how much individually the Government is going to get from the grocery trade, either by virtue of the clause "upon individuals, firms, partnerships and associations—the tax is one-fourth of all profits above 10 per cent. per annum where the capital employed is over $50,000," or else the clause "upon all incorporated companies . . . and commercial and industrial corporations—the tax is one-fourth of all profits above 7 per cent. per annum of the capital stock."

"We are rubbing up our arithmetic," said one wholesaler, "to find out how much we owe since the outbreak of war."

The trade takes it very philosophically. "It's only doing our bit," and, "Nothing but right," are typical utterances. How it will work out individually it is yet too early to state, but that, in the aggregate, it will bring grist to the Government mill is not to be doubted. When the number of industries affecting the grocery trade is taken into account it is seen that grocers will certainly be doing their bit in the country's extremity. Take the milling industry alone, for instance. One prominent man in grain circles expressed his whole approval of the measure: "No doubt the Government will derive a lot of money from the milling interests," he said; "Quite right. We are at war: that's all there is to it."

There is a good deal of talk, now it is all over, from the prophets who knew "for a positive fact" that there would be no tax on tea. There is no tax. You can't blame the man who argued all along that there wouldn't be any if he rubs it into the prophet who said there would. For thirty-four years pre-budget days have been times for seers who have always been quite sure a tax was coming on tea. For thirty-four years they have been disappointed. "Canadian Grocer," while admitting that a tax was more likely this year than last, contended from the first that any tax on tea was a mere guess. The last week before the budget came down opinion—which was, we think, largely for the tax—swung round, and very few were surprised when "no tax" was recorded. Nor was there much buying in advance this year. As we say, last week was a **volte face**, and even those who had foreseen "for sure" a tea tax veered round to the view that there wouldn't be any.

The tax on apples is largely with a view to protecting B. C. growers. Imports of Oregon apples are moving heavily into the most westerly province (we even get them in Ontario), and the general view of the trade is that the tax of 50c a barrel extra was more with the idea of protecting B. C. growers than of raising much additional revenue. The matter interests those at the Coast more than it does us here in Ontario.

SUGAR.—The market is exceptionally firm, and surprise is expressed that there has not been an advance early this week. Some sugar men forecast it later on. Probably it would have been recorded ere this had not competition been so keen. There would appear to be no doubt that raws are shy in Montreal. The New York market is exceptionally high and firm. A price of $5.02 for raws is recorded there, which level has only been touched once since August 4th, 1914. At that raws are firmly held and no break is visioned. French buying is still a factor. British buying in the future may be curtailed, but it is not figured that that would lessen the strength of tone of itself very much.

Remark was made by one sugar man that sugar should be on $7 basis here. "It is $6.71 at present," he urged, "and a 25c advance would no more than cover the firmness.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 56
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lumps—	
100 lb boxes	7 36
50 lb. boxes	7 56
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—No cables have come to hand from England since last writing, and it is impossible to say whether an advance has taken place or no. Market in both Indias and Ceylons, in London, remains firm, however, and there is nothing on the horizon which would indicate weakness. So far as conditions here are concerned tea men who prophesied "No Tax" are laughing at the people who said there would be one, and protesting they knew it all the time. Fortunately, so far as can be learned, there was comparatively little buying on the strength of this predicted tax, so nobody is overloaded. Anyway, the market will hold firm.

An indication of way in which freight troubles are disturbing the situation is shown in a letter from India, wherein it is said that freights contracted for in October at 80/- had, by date of shipment which was in January, jumped to 122/6. This is a monumental increase, and alone will be a serious factor in supporting a bull market. Some tea men in Toronto declare that with these conditions the consumer is positively buying some teas at the actual cost paid by importer to exporter. For instance, some teas were sold recently from Calcutta straight to Toronto for 32c. Adding excessive war risks and unheard-of freight, this tea was still sold in retail stores at 40c. There is no money in that, and tea men are not in business for their health. It is not urged that this condition is universal. This happens to be one case brought to our notice. The tea man concerned, however, says that if the mar-

kets get much higher and if the freight situation does not ease up, he will be absolutely obliged to advance prices to the trade.

MOLASSES AND SYRUPS.—An advice came this week, unconfirmed as yet, of an increase of 2c in molasses, which may speedily turu into an advance of 5c. The fact of molasses being used for munitions is partially responsible. Even more so is the present complex sugar situation, the strength in the latter tightening up the former materially.

DRIED FRUITS.—Prunes are moving now, particularly in the choieer lines and we quote an increase of half a cent in 30-40s, making them 13 to 13½. Other grades are also more active than of late. 1915 crop stuff is hardly moving as yet as the Coast spot stocks here, as at Califoruia, are very firm. Currants are all very strong and Filiatras are up a full cent, with very low stocks and good demand. Peaches and apricots show some disposition towards liveliness again, demand for both beiug much brisker. Raisins are slow, which is, perhaps, just as well since there are no full stocks. Coated and evaporated apples remain unchanged. Peels seem a dead issue at present. All interest centres round currant situation. It is said that a boat will shortly reach New York with supplies of Amalas.

Apples, evaporated, per lh.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lh.	0 12½	0 13½
Amalas, choicest, per lh.	0 13½	0 14½
Patras, per lh.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lh. boxes	0 09½	0 10
Fards, choicest, 60-lh. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lh. hoxes	0 13	0 13½
40-50s, 25-lh. hoxes	0 10¾	0 11
50-60s, 25-lh. boxes	0 09½	0 10
60-70s, 50-lh. boxes	0 09¼	0 09½
70-80s, 50-lh. hoxes	0 08½	0 08¾
80-90s, 50-lh. hoxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lh. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lh. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lh. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes....	0 40	0 42

NUTS.—There is no particular interest, hand-to-mouth being the character of demand in all lines. Brazils still display firmness in primary markets.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15¼
Walnuts, Bordeaux	0 11	0 ?
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Stocks being light has meant a strong market all season, but this is further enhanced by so little good quality stuff that price on choice, primes is up 25c to $4.50. Peas are in same condition, and blue are quoted higher at $3.25 to $3.50. Demand is heavy on all grades, and with such small supplies of good quality coming cereal men can get more or less what they like to ask.

Beans, choice primes, bush	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 06¼	0 06½

SPICES.—Firmness continues the feature of practically all lines, particularly those from the near East. The British Government's embargo or rumored embargo is probably a bull factor, but excessive freights and scarcity of them too, seems to be the important feature. There is no change since the complete revision of prices last week.

Spices—	Compound, per lh.	Pure, per lb.
Alspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	....—0 20
Bay leaves	....—....	....—0 20
Bicarh. soda	....—....	....—0 03
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 22—0 35
Cassia, ground	0 14—0 16	0 23—0 30
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 30—0 45
Coriander seed	....—....	0 12—0 13
Cloves, ground	0 18—0 22	0 30—0 35
Cream of tartar	0 48—0 50	0 50—0 55
Curry powder	....—....	0 25—0 30
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 80—0 90
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 25—0 28
Nutmegs, brown, 60s, 52c; 80s, 35c; 100s	....—....	....—0 30
Nutmegs, ground, bulk, 30-35c; 1 lh. tins	....—....	....—0 37
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 24—0 25
Peppers, black, whole	....—....	0 21—0 24
Peppers, white, ground	0 19—0 24	0 30—0 32
Peppers, white, whole	....—....	0 29—0 31
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 16—0 18

COFFEE.—Market continues featureless, buying being of the hand-to-mouth variety and supply not showing any drastic change.

Coffee, Roasted—		
Bogotas, lh.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracalbo, lb.	0 22	0 25
Mexican, lh.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lh.	0 21	0 25
Chicory, lh.	0 12	0 14

RICE AND TAPIOCA.—All tapioca prices are up a full cent this week. One reason is the acute freight situation. As a matter of fact, tapiocas—in pre-war days—used to come on steamers in the way of ballast freights for nothing. Those days are gone. Space is too valuable now.

There is no change in rice.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon, "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lh.	0 08	0 08½
Seed, per lb.	0 07½	0 08
Sago, hrown, per lh.	....	0 07

CANNED GOODS.—There is no new feature. Tomatoes, corn and peas are selling very well, and prices on these remain quite firm.

Manitoba Markets

Winnipeg, Feb. 17.—Hundreds of dealers from all parts of the West are in Winnipeg this week, and continue to arrive daily for the bonspiel. Many have taken advantage of the visit to call upon their jobbers, and the latter have been kept going showing their customers around their plants, entertaining them in suitable fashion, and taking their orders.

While the stormy weather, which has prevailed for several weeks, has now let up somewhat, deliveries are still difficult. The dealer is feeling the effects somewhat now, the farmer being unable to drive into town because of the heavy snow. Should the snow melt now, the difficulty would be accentuated.

One of the most important market changes recorded this week is in vegetables, the price of potatoes having soared out of sight. Whereas Manitoba potatoes in local carloads were quoted at 83c last week, they are now $1.25, and sacked potatoes in carload lots, which were 83c, are now quoted at $1.15.

The war is having its effect indirectly again on a number of lines handled by the grocery trade. For instance, baking soda has been advanced in the West 75c per 100 lbs., and there are prospects of further advances, as a large number of soda plants are engaged in the manufacture of explosives. Baking soda is now quoted $3.25-3.85 per case of sixty 1-lb. packages. Material used in the manufacture of baking powder is also advancing, due to large increase in cost of acids used in the process of manufacture, such as phosphates. The market for cream of tartar is steady, which is still very hard to buy, and is quoted here from 50-55c per lb.

SUGAR.—The announcement that the B. C. Sugar Refining Co. has raised their prices 10c in Manitoba had the effect of inducing some buying, which was stimulated probably by the fear that an advance would early be made by Eastern refiners. Opinions are divided as to whether other refiners will follow, some appearing to think that the slow way in which Cuban raws are arriving will

make an advance necessary, while others are of the opinion that it is only a matter of time when Eastern prices will ease.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 90 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, Britisb Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 60
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

Quotations in B. C. sugar ten cents higher in Manitoba.

SYRUPS.—Following the advance in corn syrups last week, the feeling here is that the market is high enough, and that a further advance is improbable. In the meantime the demand is heavy, and will be from now on, as the demand picks up as soon as the supply of apples dwindles. As the crop was short this year, it follows that the syrup demand will be bigger.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case ¼ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case bigher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 0 37

DRIED FRUITS.—Markets in California are stationary and rather quiet. There is no change in the duty on these goods.

Dried Fruits—		
Evaporated apples, 50's	....	0 11
Evaporated apples, 25's	....	0 11¼
Pears, 25's	....	0 12
Apricots, choice, 25's	0 11	0 15
Apricots, choice, 10's	0 14	0 14
Peaches—		
Choice, 25-lb. boxes	....	0 06½
Choice, 10-lb. boxes	0 07¼	0 07⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11⅛	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	0 07¾	0 09
Hallowee, 1-lb. pkgs.	0 07¼	0 07½
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	0 09½	0 10⅜
16 oz. choice, seeded	....	0 10
12 oz. fancy, seeded	....	0 08½
12 oz. choice, seeded	....	0 08
Raisins, Muscatels—		
3 crown, loose, 25's	0 08¾	0 09½
3 crown, loose, 50's	0 08½	0 09
Raisins, Sultanas—		
California, 50's	....	0 14¾
California, 25's	....	0 15
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 08¾
4-cr. layers, 50-lb. boxes	....	0 08½
Prunes—		
90 to 100, 25s	....	0 07⅝
80 to 90, 25s	....	0 08⅜
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10
40 to 50, 25s	....	0 11¼

DRIED VEGETABLES.—Market for beans remains firm, and good ones are hard to secure. Despite the high price, the demand is very good. On account of the poor stuff arriving from Ontario, which is in competition with much better stuff from Japan, the trade are avoiding the former, complaining that there are too many dark ones among them. Peas are high, but in spite of the almost prohibitive prices, there is a fair sale.

Beans—		
Choice, white, hand-picked, per busb.	4 35	4 50
Fancy, hand-picked, bushel	....	4 60
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 96 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	6 000	6 25
Sack, 40's	3 02	3 13
Whole peas, bushel	2 65	2 75

RICE.—This market continues firm, and difficulty is experienced getting supplies at the Coast. Demand from the trade is keeping up. Tapioca and sago are also strong.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05½
No. 2 Japan, per lb.	....	0 04⅛
Siam, per lb.	....	0 03⅞
Patna, per lb.	....	0 07¼
Carolina, per lb., extra fancy	0 08¼	0 08¾
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06	0 07

COFFEE.—In the primary market, dealers are paying from 1-1½c higher on account of increase in freights. In normal times prices of freights from South America to New York were 30-35c a bag; now they are $1.75-2.50 a bag. There are no changes in local quotations.

Coffee—		
Green coffee, No. 7 Rio	0 12½	0 12¾
Green coffee, No. 5 Rio	0 13½	0 14
Green Santos	0 16½	0 16¾
Roasted Rio	0 17¼	0 18½
Santos	0 21½	0 22½
Maracaibo	0 24	0 26
Chicory, lb., by bbl.	....	0 09¼
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—There has been a further advance of 3c per lb. in peppers, and many Winnipeg wholesalers have advanced their quotations by that amount this week. This means that the trade will pay 26½c for black pepper, and 38c for white. Ground cloves are quoted rather low here, considering that recent advances have taken place—28c-32c. Gingers are slightly higher, and pickling spice will be higher, due to increase in other lines ,although this will not interest the trade so much until next fall.

Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 28	0 32
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 22	0 25
Nutmegs, wbole	0 22	0 25
Pepper—		
Ground black	....	0 26½
Ground white	....	0 38

TEA.—The markets in the Far East are exceedingly strong, and have been since the beginning of the year. Transportation facilities have by no means improved, some consignments taking three or four months to reach here. These conditions apply to everything in the shape of tea. The fact that there is to be no tax on tea has disappointed some and pleased others. The fact that there is no tax announced does not, of course, mean any lower prices.

BRITISH COLUMBIA MARKETS
by Wire

Vancouver, Feb. 17.—Green stuff is scarce, shipments from South being eagerly bought up. Demand remains unsatisfied. More oranges are coming in; a consignment of Sevilles has been received. The Northwestern Fruit Exchange which practically controls output of state of Washington withdraws all quotations from market. The price of eggs has fallen off. The demand for potatoes remains steady. Asherofts are quoted at from $30 to $35 a ton, locals at $20. Sweet potatoes at $4. per crate. California head lettuce per crate $3.25, leaf $1. Brussels sprouts are 14c per pound, tomatoes 30c. Florida grapefruit $6. and California grape-fruit $4. Oranges eighty to box are $2.50 and 150 to box $3.25. Lemons are $4.75. Strictly fresh eggs are uncertain Local fresh are 40c. Butter New Zealand solids is 39½c and New Zealand prints 40c, Local is 32½ to 37½c lb. Cheese, finest Ontario solids is 20½ c lb. Finest Ontario, twins, is 21c and Stiltons 23¼.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¾
Eggs, local fresh	....	0 40
Grapefruit, Florida, case	....	7 10
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-10 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg.	....	2 25
Cocoanut, lb.	....	0 18½
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	7 10
Grapefruit, Flo., case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new navel, box	2 50	3 25
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	7 65
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (EDMONTON)
by Wire

Edmonton. Feb. 17. — With mild weather there has come a flurry in business; most local houses are running in full capacity. Collections are normal. Lard is now on a basis of fifteen and a half cents per pound, being highest for several months past. Cereal market re-

mains steady, rolled oats basis is now $2.60.

General—		
Beans, Ashcroft, lb.	....	0 06¼
Beans, white navy, per busb.	....	4 20
Bran, ton	....	18 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per busb.	0 35	0 45
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.60; 80's	....	1 75
Flour, faucy patents, 98-lb. sack	....	3 50
Flour, seconds	....	3 00
Rice, Siam, per cwt.	....	4 15
Sborts, ton	....	20 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 19¼
Bacon, lb., 20c; bellies, lb.	....	0 20½
Butter, creamery, per lb.	....	0 32
Butter, dairy, No. 1, 32c; No. 2	....	0 26
Eggs, extra, per doz.	....	0 40
Eggs, No. 1	....	0 32
Eggs, No. 2	....	0 30
Lard, lb., pure	....	0 15½
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Coboes, 1's, $5.80; bumpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

ALBERTA MARKETS (CALGARY)

by Wire

Calgary, Feb. 17.—There are no changes of note since last report but further advances on all paper goods, spices, and herbs appear imminent. Lobsters will be higher likewise pickles and many imported lines which have not yet been advanced. Retail business in city is on quiet side just now.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 40	3 50
Molasses, extra fancy, gal.	....	0 67
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	....	0 55
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 43
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 21
Butter, creamery, lb.	....	0 37
Butter, No. 1, dairy, lb.	....	0 30
Eggs, select, storage, case	8 50	9 25
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	10 00
Salmon pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 12	0 15
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	1 75	2 00
Apples, cooking, box	1 00	1 25
Bananas, lb.	....	0 04½
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	4 00	4 50
Onions, B.C., ton	....	45 00
Lemons, case	4 75	5 25

SASKATCHEWAN MARKETS

by Wire

Regina, Sask., Feb. 17.—An advance in salt is reported of fifteen cents per barrel. Onions and all other vegetables are scarce and higher in price. B.C. onions $3.00 per 100 lbs. and will be higher. Oranges are up twenty-fivec ents to $4. to $4.75. Potatoes are 90c bushel. Beets and carrots are $1.75. Cabbages three cents; Apples moving from $1.75 to $2.25. Fact that there is a duty of 90 cents on American apples instead of 40c as previously will firm up conditions.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 36
Butter, dairy, No. 1	....	0 28
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 45
Eggs, fancy, storage	....	0 35
Eggs, good, storage	....	0 30
Lard, 3's, per case	....	10 00
Lard, 6's, per case	....	9 96
Lard, 16's, per case	....	9 90
Lard, 20's, per case	....	3 30
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Flour, 98's	....	3 40
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard, gran., per cwt.	....	7 74
Sugar, yellow, per cwt.	....	7 34
Tapioca and sago, lb.	....	0 07¾
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombaid	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 90
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	6 00
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	0 90
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

by Wire

St. John, Feb. 17.—Potatoes have taken another 25 cent advance and are now $3.75 per bbl., with upward tendency which adds interest to situation. High prices in fall brought out much stock but there is still considerable held in the country but probably not enough for the demand as crop was short. Prices tend upwards possibly to a record. Efforts to clear are reducing cost of cold storage eggs now 26 to 27. American clear pork is easier at $26.50 to $27.50. Molasses are easier at 44 to 45c and will likely be lower when new stock arrives. War conditions are good but ordinary.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	26 50	27 50
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 34	0 35
Eggs, case, per doz.	0 26	0 27
Lard, compound, per lb.	0 13	0 13¾
Lard, pure, per lb.	0 15¼	0 15½
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	5 90
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	8 05
Flour, Ontario	7 10	7 35
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	....	5 50
Lemons, Cal., box	3 00	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	6 70	6 75
United Empire	6 60	6 65
Bright yellow	6 50	6 55
No. 1 yellow	6 30	6 35
Paris lumps	....	7 75
Lemons, Messina, box	....	....
Beans, yellow eyes, per busb.	4 50	4 60
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 44	0 45
Cream of tartar, per lb., bulk	0 45	0 53
Currants	0 12	0 13
Rice, per cwt.	4 90	5 00

DEATH OF ADAM BALLENTINE

Hamilton, Ont., lost one of its oldest grocers during the past week in the death of Adam Ballentine. Mr. Ballentine had passed the octogenarian age, many years of his life having been spent behind the counter in his grocery store in Hamilton. He was one of the founders of the Hamilton Retail Grocers' Association, and one of his chief hobbies in the later years of his life was a campaign he waged on selling goods by weight. He maintained that it was not fair to customers that others should come into the store and select a dozen of the best herrings out of a basket. He, therefore, maintained that herrings should be sold by weight, so that each customer would be treated alike. Some years ago a staff representative of Canadian Grocer called on Mr. Ballentine, and at that time an article appeared dealing with his ideas along these lines. The entire Hamilton trade will feel the vacancy left by Mr. Ballentine, and particularly the Retail Grocers' Association there.

DEATH OF S. A. MCGAW

The death took place in California on February 9th, of S. A. McGaw, late president of the Western Canada Flour Mills Co., Ltd. A week prior to his death Mr. McGaw resigned as president of the above company and left Winnipeg for California. On the above date he was struck by a car when out for a walk, and was taken unconscious to a hospital where an operation was performed, but unsuccessfully.

The deceased was appointed general manager of the Western Canada Flour Mills 10 years ago, and throughout the intervening years held that position. In 1876 he was assistant manager to the A. W. Ogilvie Flour Mills, coming to Winnipeg in 1882. From 1889-1906 he was western manager for the Lake of the Woods Milling Co., and later, in conjunction with Andrew Kelly, of the Kelly Milling Co., founded the Western Canada Flour mills. Prior to leaving for California, he was presented by the employes with a gold watch and illuminated address. Wm. E. McGaw, of the Western Canada Flour Mills Co., Ltd., is a son.

FRUIT AND VEGETABLES

Onions Higher, Navels Lower

Potatoes Show a Slight Decline—Root Vegetables in Demand—Cauliflower Advances Sharply —Cuban Grapefruit of Excellent Quality.

MONTREAL

FRUIT.—The decline of lemons and oranges has had a weakening effect on whole market, but the undertone in spite of what appears to be a temporary setback is decidedly a war market and strong.

The auction sales this week have been marked by an unexpected decline in the orange market following the recent cold snap which has adversely affected buying. Navels are now being offered at from 2.75 to 3.50 per box, a decline of from 35c to 50c. The weather has cleared in California so that packing operations are approaching normal and this has tended to increase shipments to this and other points so that local receipts are much heavier as against the weakened demand of the cold snap. Grapes are firmer following their recent advance, and a narrower range of prices is offered; the low being $9 and the high $10 per keg, and very scarce at this. There has been a decline of 50c a box in lemons owing to the heavier receipts in the New York market which have had a weakening effect locally. Bananas are scarce with prices ruling higher on a firmer market. There have been no material price changes in apples which are firm in the same general price changes as last week. The scarcity of some grades is the chief feature of this market, which is firm. Russets are higher. Cranberries are firm, scarce and unchanged in price.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosb Reds	....	6 00
Starks	....	5 00
Spys	....	6 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	2 50	2 76
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Grapes, Malaga, heavy weight, bbl.	9 00	10 00
Lemons—		
California	3 75	4 00
Verdellis	....	4 00
Messina, 300 size, box	3 75	4 00
Oranges—		
Navels	2 75	3 50
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—The feature of the week has been the 100 per cent. advance on cauliflower which is now offered at $3.50 per single crate of one dozen bunches as against the same price for a double crate of two dozen bunches. This follows a scarcity that is causing what is considered to be only a temporary advance. The general tendency of the market is still an upward one and the past week has been marked by other advances as well as some slight declines. A weaker undertone is beginning to appear though in the feeling that too high a level of prices has been reached, and that primary markets will have to face this tendency in the buying public, which is causing a declining demand on a firm market, for some of the higher priced lines.

There is a good demand for all kinds of roots, beets, parsnips and turnips, etc. The latter are firmer at 75c to $1 per bag. Potatoes are unchanged in price with no weakening in spite of a week of very heavy receipts which totalled twenty cars on this market, chiefly from New Brunswick and below Quebec. None were received from Ontario.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	7 25	7 50
Celery, Florida	....	4 00
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 50
Spanish, crate	....	6 00
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 10
Green Mt.	....	2 15
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 75	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Cuban, crate	4 50	5 00
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Navels are slightly lower in price this week, now selling at $3 to $3.75 case. Both Floridas and navels appear to be coming in a good deal more freely. Demand for Floridas has fallen slightly this week. Fair stocks of Messina lemons are on hand now, and are selling at $3.50 to $4 a case. Californias appear to be pretty well off the market, none having come in within the last few days. There are a few around nevertheless at firm prices. Florida strawberries are now coming in freely and wholesale at 35 to 40 cents a box. Some cars of splendid quality grapefruit arrived this week from Cuba. Quality is the best this season and top price is higher though $3.25 is still the low level. Apples have firmed up some on limited stocks, Greenings and Baldwins both being higher. Bananas, too, are up a quarter on unusually heavy demand.

Apples, o. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	3 00
Applies, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 25	4 00
Oranges—		
Florida, case	3 00	3 50
Navels	3 00	3 75
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 35	0 40
Tangerines, case	2 00	2 50

VEGETABLES. — Florida tomatoes are off the market, hothouse stuff getting lots of bupsiness at 20 to 30 cents. Cabbage is lower, slightly, on better stocks on hand. Carrots are up five cents. There is a good demand for root stuff, parsnips, too, sharing in the advance. Florida celery is easier, two or three cars arrived this week. Hothouse cucumbers are selling as high as $2.75. There is no particular demand, but stocks are very limited. All potatoes are lower a trifle: five cents down on Delawares and B.C.

(Continued on page 38.)

PRODUCE AND PROVISIONS

Dairy Butter and Eggs Lower

Egg Markets Here and in America Weaker—Dairy Butter Takes a Drop—Cheese Very High—Pure Lard Declines a Cent.

MONTREAL

PROVISIONS.—Market is firm and boiled hams have advanced one cent, otherwise prices remain unchanged. Smoked meats are firm and higher prices are considered likely. There is a fair demand in all lines and great firmness in lards although the demand is not heavy in any line.

Local and outside demand for abattoir fresh killed hogs is active and the undertone is strong.

Hams—	
Small, per lb.	0 21
Medium, per lb.	0 20
Large, per lb.	0 19
Backs—	
Plain, bone in	0 24
Boneless	0 29
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 30
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
Barrelled Pork—	Per bbl.
Heavy short cut mess	27 00
Heavy short cut clear	27 50
Clear fat backs	30 00
Clear pork	28 00
Lard, Pure—	
Tierces, 350 lbs. net	0 14½
Tubs, 50 lbs. net	0 14¾
Tins, 50 lbs. net	0 14¾
Pails, wood, 20 lbs. gross	0 15
Pails, tin, 20 lbs. gross	0 14½
Cases, 10 lbs., tins, 60 in case	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	0 16¼
Bricks, 1 lb., each	0 16¾
Lard, Compound—	
Tierces, 575 lbs. net	0 12¼
Tubs, 50 lbs. net	0 12¾
Tins, 50 lbs. net	0 12¾
Pails, wood, 20 lbs. net	0 13
Pails, tin, 20 lbs. net	0 13
Cases, 10-lb. tins, 60 in case	0 14
Cases, 3 and 5-lb. tins, 60 in case	0 13¾
Bricks, 1 lb., each	0 14¾
Hogs—	
Dressed, abattoir killed	13 50 13 25

BUTTER.—Prices remain unchanged and general conditions are similar to those of last week. The market has shown a slight increase of activity as against a dropping off in receipts as compared with last year so that if the volume of trade continues, firmness is expected to be a feature of the market.

Butter—	
Finest creamery, September make	0 36
Finest creamery, fresh made	0 34
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Eggs have declined slightly all round, and are now offered at from one to two cents lower. New laids are 34c to 35c, selects 29c, No. 1's 25c to 26c, and No. twos 23c. The whole market is a little easier as result of an increase in receipts. It is not thought that the low level of sales prices reported on the American market is making any appreciable difference here yet, although a low level of 14c is reported from the Chicago market for storage stock, and this may have operated with better receipts to cause the easier feeling that exists.

Eggs, case lots—		
New Laid, stamped	0 34	0 35
Selects		0 29
No. 1's	0 25	0 26
No. 2's		0 23

CHEESE.—Firmness continues to be the feature of this market as result of light receipts and heavy exports in spite of a curtailment of sales as result of the high prices prevailing. London landed terms remain at from 98s. 6d. to 100s. for tops in colored cheese. Business has become so restricted that until conditions ease up no greater volume of trade is expected.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

POULTRY.—The market continues firm as result of scarcity that exists particularly in live stock which are in great request in all quarters. The bulk of the business done is in storage stock in which turkey and fancy chickens are at a premium. Prices remain unchanged.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 26
Fowl, large	0 17	0 18
Fowl, small	0 12	0 16
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There has been no material change in the honey market, although some activity was noticeable during the week. Prices remain unchanged with normal demand.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 90
Comb honey, No. 2, doz.	2 40

TORONTO

PROVISIONS.—Only change of note is in prices of pure lard, which are easier by about a full cent. There is a good demand for all meats and bacons in particular are firm at ruling levels. There is no surplus of packing house products.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 19	0 20
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 12¾	0 13
Pails	0 13	0 13¼
Tins, 3 and 5 lbs., per lb.	0 14¼	0 14½
Bricks, 1 lb., per lb.	0 14½	0 14¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Market so far as creamery is concerned, is quiet, with prices fairly firmly held. There is no feature. Market is simply a question of supply and demand. Dairy is down, however to 28-29. A considerable drop from last week, when 33 was asked and gotten. Prints and bakers are down in proportion. There is no life to the market this week, buying, for some reason, suddenly being demoralized.

Butter—		
Creamery prints, lb.	0 35	0 36
Dairy prints, choice, lb.	0 28	0 29
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 23

CHEESE.—No change is remarked. Prices are firm, and export continues the strong factor. Freights being scarce helps that way too.

Cheese—		
Large, per lb.	0 19	0 19¼
Twins, per lb.	0 19¼	0 19½

EGGS.—New laids are coming in freely now. Deliveries are really heavy, in fact, and prices are down considerably. We quote 32 to 33: this is curious by the side of 45 and 50 cents a month to

six weeks ago. America is selling at 25 to 28 cents, however, so you can't wonder! The cold snap—hardest of the season—has had no appreciable effect on the hens who having got off to some sort of start, keep up the good work.

Storage is also demoralized. American market has gone to pieces, and demand here makes no great inroads on stocks. We quote 26 to 28 cents, and rather weak at that.

Eggs—		
New yaids, specials, in cartons	0 32	0 33
Extras	0 27	0 29
No. 1, storage	0 26	0 28
No. 2, storage	0 23	0 24

POULTRY.—Chicken and fowl continue to sell; demand more or less takes supply and there is no feature. Levels remain fairly firm. Old turkeys keep up in price though little trade is to be had in them.

Poultry—	Live	Dressed
Old fowl, pound	0 13—0 15	0 13—0 15
Old turkeys	0 18—0 19	0 22—0 23
Ducklings	0 11—0 12	0 24—0 25
Turkeys	0 16—0 18	0 26—0 27
Chickens	0 12—0 14	0 16—0 18

HONEY.—There is nothing new in either prices or conditions.

Buckwheat, tins	....	0 07½
Strained, clover, 60-lb. tins	0 11½	0 12
Strained, clover, in 10-lb. tins	0 12	0 12½
Strained clover, in 5-lb. tins	0 12	0 12½
Comb boney, No. 1, doz.	....	3 00
Comb honey, No. 2, doz.	....	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—There have been heavy receipts during the past week, and liberal receipts are expected this week. The snow on the railways has been pretty well cleaned up, and transportation resumed. There have, however, been no radical changes in the price of pork products, and the market still has a strong undertone. Lard remains unchanged. The undertone to the butter market is none too firm, attributed to Eastern houses offering freely. The past week was a busy one on eggs, and a little exciting. Winnipeg was absolutely bare a week ago, and the same conditions prevailed more or less last week-end. New-laid American eggs are expected on this market soon.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	26 00
Lard, Pure—		
Tierces	....	0 14¼
Pails	....	2 92
Cases, 10s	....	9 00
Cases, 5s	....	9 08
Cases, 3s	....	9 15
Cartons	....	0 15½
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 36.)

stuff. There is no call for sweet potatoes, good stocks of which still remain. Cauliflower is very much in demand, while stocks are light. We quote $4 to $5, an advance of 75c. Onions are higher again; there is a good demand, particularly for Spanish.

Cabbage, new, bbl.	1 25	1 30
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 85
Cauliflower, case	4 00	5 00
Celery, Cal., case	6 75	7 00
Celery, Florida, case	3 75	4 00
Cucumbers—		
Hothouse, doz.	2 25	2 75
Onions—		
No. 1, bag	1 50	2 00
Spanish, large case	5 00	5 25
Green, doz. bunches	0 20	0 25
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	1 25	1 40
Potatoes—		
N.B. Delawares, bag	2 00	2 05
British Columbia, bag	....	1 85
Ontario, bag	....	1 85
New, bamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	0 20	0 30

WINNIPEG

FRUIT AND VEGETABLES.—The most important feature of this market, without a doubt, is the phenomenal advance in the price of potatoes, which have gone out of sight, owing to shortage of supplies. Manitobas, local carloads which were quoted at 85c last week, are now $1.25, and sacks in carload lots are quoted at $1.15, whereas a week ago they were 83c. Cabbage have jumped to 2c per lb., and turnips, which were 45c per bushel, are now 60c. The only new line is sweet potatoes, which come on to the market at $2.25 per hamper.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, quart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washington box apples	1 50	2 25
Navel oranges, case	3 25	4 25
California oranges, case	3 25	4 25
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	12 50
Vegetables—		
Cabbage, per lb.	....	0 02
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	1 25	1 25
Manitoba potatoes, sacked, carloads	....	1 15
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 23
Squash, per lb.	....	0 06
Turnips, bushel	....	0 60
Pumpkins, per lb.	....	0 05
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	6 50
Red Globe onions, lb.	....	0 03½
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Cuban tomatoes, case	....	7 50

PROPOSED TO TAX TRAVELERS

If a bill prepared by Hon. Dr. Armstrong passes the Manitoba Legislature, traveling men and insurance agents will be taxed by all towns and villages in the Province of Manitoba, just as they are taxed already by the town of Virden. The Commercial Travelers' Association is opposed to the bill, and F. J. C. Cox, secretary of the association, is preparing protest.

COULD NOT SEE THE "C"

The typographical error will not down. In the Telfer Bros.' advertisement of Feb. 4th issue of Canadian Grocer, on page 51, the word "Biscuits" was spelled without the "c." In other words, the proofreader did not see that the "c" was missing and therefore our readers could not see it. If any letters were to be dropped from the word "biscuits," the majority would no doubt decide in favor of the second "i." But the "c" is absolutely necessary.

JAM STANDARDS DISCUSSED

A conference of the jam manufacturers to discuss the proposed new standards of the Department of Inland Revenue was held in Hamilton, Ont., during this week. W. R. Drynan, of the Dominion Canners, Limited, occupied the chair, and about fifteen members of the jam section of the Canadian Manufacturers' Association were present. In view of the fact that the Government is considering the revision of the pure food laws it was thought expedient to have a meeting of those interested. Many questions relative to bringing jam to a higher standard were discussed, and one point in particular was emphasized, that all jams imported into this country should be up to the new standard. Among those present were: Senator E. D. Smith of the E. D. Smith Company; J. Wagstaffe, of Wagstaffe's Limited; Mr. New, of the Furnivall-New Co.; W. J. Biggar, of the T. Upton Company; M. Beasley, of the T. A. Lytle Company of Toronto; Fred Ross of the St. William's Preserving Company; Dr. Caldwell, of the Wentworth Preserving Company; W. Hyslop, of the Hyslop Preserving Company, Greensville.

CANADA'S FISH TO CANADA'S SOLDIERS

Major Hugh A. Green, acting as the representative of the Militia Department, is en route to England in connection with the furnishing of Canadian fish to Canadian troops. He expects to see the fish find their way into the British Army menu as well. Major Green will give a fish dinner in London to advertise Canadian fish through the gathering which will include Canadian Government representatives resident in London, as well as important military officials.

The first lot of fish has been drawn from the lower provinces, but it is expected that British Columbia fisheries will be included in the future, particularly for their halibut. White fish from the Great Lakes will also be contracted for. Canned and smoked fish will probably form a large part of the future army contracts.

FISH AND OYSTERS

Haddock, Salmon and Cod Up

Eastern Markets Higher in These—Supplies of Smoked Fish Decreasing — Prices May Be Higher—Cape Cod Shell Oysters Selling.

MONTREAL

FISH AND OYSTERS. — Owing to better weather sales of frozen fish are now about normal again after the recent thaws and the approach of the Lenten season is stimulating trade. The small quantities of fresh fish that are arriving are being snapped up as fast as they arrive at top prices. Several advances have occurred during the week, fresh haddock is selling at from 7c to 8c a lb., lobsters are very firm at 40c. Supplies of smoked fish such as finnan haddies and fillets are decreasing rapidly and higher prices are predicted when stocks in sight are exhausted. A few small lots of salt and pickled fish are moving but no great demand is evident yet. Cape Cod shell oysters are replacing the exhausted native stocks. Bulks are in fair demand only as production is more than present needs, and prices have declined 10c to 15c per gal.

TORONTO

FISH AND OYSTERS.—About the only change recorded is a more ample supply of smelts which lowers the price from 13 to 12 cents for No. 1's. No change is recorded in 2's. Demand for most lines pursues the even tenor of its way. Business is decidedly brisk. White fish, winter caught, is still the best bet and is being bought heavily. Ample supplies continue to come forward. There seems to be a boom in smoked lines, herrings of all kinds selling easily. A price of $3.50 is asked for 100-lb. bag. Scotch kippers, which were announced a couple of weeks ago as being en route are now here, and are snapped up eagerly. "Fish Day," the last and extra day of February, is being boosted, and good business already results. Indeed, trade in the fish market has done very well these first few weeks of 1916.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Herring, Ciscoes, haskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halihut, eastern, chicken, per lh.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lh.	.04½-.05	.08
Market codfish, per lb.	.04	....
Steak, codfish, per lh.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lh. blocks, 20-lb. bxs., per lh.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lh.	0 07	0 07
Boneless codfish, strips, 20-lh. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	..	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —20
Herrings, each	3	3
Flounders	6	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lh.	0 06	0 03
Whitefish, lh.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.06-.06½	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, hhls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half hbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, hhls.	6 00	....
Herrings, Labrador, half hhls.	3 25	3 50
Lake trout, 100-lh. kegs	5 50	7 75
Quebec sardines, bhls.	6 00	....
Quebec sardines, half hbls.	3 50	....
Tongues and sound, per lh.	0 06	....
Scotch herrings, imported, half bbls.	12 00	....
Holland herrings, im'td milkers, hf hbls	8 50	....
Holland herrings, im'td milkers, kegs.	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, hox	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bhl.	9 00	10 00
Green cod, No. 2, hbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—There is a good demand for all lines of fish, particularly for halibut and haddies. Prices remain about same as last week. The demand for oysters is eazing off. With Lent here in a week's time, the demand for fish should be good. Receipts of poultry continue poor, and are expected to remain so until summer. There have been no changes in quotations on poultry during the last two weeks.

Fish—		
Frozen salmon	....	0 10
Fresh halihut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lh.	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 05
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per hox	....	2 00
Salt mackerel, 20-lb. kit	....	3 60
Smoked gold-eyes, doz.	....	0 80
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 12½
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

NEW FISH ASSOCIATION

The Lake Erie Fishermen's Association has been organized with the following officials:—President, A. E. Ponsford, of St. Thomas, and Sec-Treasurer Chas. Finlay, of Port Stanley. The honorary president of the organization is the Hon. T. G. Macdiarmid, Provincial Minister of Public Works.

The creation of this organization is the result of the growth of the desire for more co-operation amongst fishmen. The new association has a membership of two hundred and fifty members.

FLOUR AND CEREALS

Better Export Demand for Flour

Freights Still Very High—Curtailment of Exports of Rye and Barley—British Government Using Distilleries for Munitions—Buckwheat Firm.

MONTREAL.

FLOUR.—Flour market is quiet, with no changes in the general situation as compared to last week. Buying continues from hand to mouth, and this is thought not to be a premature condition as there have been five months of active business that has stocked up outside points. The market continues firm as result of a very active export demand that is retarded by the freight situation which is acute in regard to export trade. Condition of country roads continues to react unfavorably on business in general. The wheat market showed some weakness during the week but strengthened up the latter part.

Winter wheat prices remain firm and unchanged and are reflecting ocean freight conditions in maintaining strength against light local buying. The wheat market is slightly easier.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	....	7 30
Second patents	....	6 80
Strong bakers	....	6 60
	Car lots.	Small lots.
Winter Wheat Flour—		
Fancy patents	6 05	6 30
90 per cent., in wood	5 80	6 00
90 per cent., in bags	2 90	3 00

CEREALS.—Market is slightly easier after period of fluctuation during the week in the oat market. Demand is good as result of feeling of back orders, but prices remain unchanged in a market that is firm and steady.

Cornmeal—	Per 98-lb. sack.	
Gold dust	....	2 50
Unbolted	....	2 25
Rolled Oats—	90's in jute.	
Small lots	2 70	2 90
25 bags or more	....	2 65
Packages, case	3 90	4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.	
Rolled Wheat—	100-lb. bbls.	
Small lots	....	4 00
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 65
Rye flour, bag	2 65	2 80
Barley, pot	....	3 00
Barley, pearl, lb.	....	0 04½

FEEDS.—Feeds remain unchanged in price with a fair volume of trade passing in general lines and a fair trade in shorts in back deliveries.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 58
Feed wheat, bag	2 00

TORONTO

FLOUR.—Prices this week show no change from last. Export has been somewhat slow this month so far, and that has kept prices intact and level. Cables lately, however, have been more satisfactory, resulting in settled business. Levels have been maintained firmly enough by freights alone: if export business keeps up briskly higher levels may be sighted. Ocean room is worth 95c and $1 per hundredweight. Exporters are offering $5 per barrel for 90 per cent. patents.

Wheat markets presist in their vagaries, both winter and Manitoba recording fairly pronounced declines this week. In the case of Ontario wheat it is estimated that half the crop is still in the country elevators or in farmers' hands. The downward tendency in prices is, therefore, more due to better receipts at mills and country points. Farmers, realizing that they will be busy with other things in spring and summer, and noting labor scarcity, are inclined to market while roads are good.

	Small lots.	Car lots.
Manitoba Wheat Flour—	per bbl. of 2 bags	
First patents	7 40	7 20
Second patents	6 90	6 70
Strong bakers	6 70	6 50
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	5 00	4 80

CEREALS.—Rolled oats have widened in range, some going now as low as $2.60. Quotations reach up as high as $2.75, however; there is fairish demand and good supplies. Export call for buckwheat has firmed up prices, and although they are not actually higher they are well supported, showing decided strength. People interested in rye and barley note the announcement of the British Government that distilleries may be used as munition plants. This will naturally curtail shipments of rye and barley. It is said that if the proposed step is taken to any great extent Canadian concerns would start up. Rest of cereal list shows no appreciable change. Firmness is still the feature of cornmeal and Graham.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 60
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 86
Oatmeal, granulated, 98 lbs.	....	2 86
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	3 00
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

MILL FEEDS.—Bran is firm. Freights having compelled some millers to curtail output, feeds are already scarcer. Demand is only fair, if it were suddenly to sharpen there might be higher levels recorded.

		Mixed cars per ton
Mill Feeds—		
Bran	....	25 00
Shorts	....	26 00
Special middlings	....	27 00
Feed flour, per bag	....	1 75
Oats—		
No. 3, Ontario, outside points	0 43	0 44

WINNIPEG

FLOUR AND CEREALS.—While flour remains at $7 per barrel, the market remains fairly firm. Domestic business is quiet, and one of the principal reasons for this is that the roads in the country are closed, preventing farmers from coming into town with their wheat, and taking flour and other groceries away. The same condition has also had the effect of making business quiet in other lines. There is a danger of this difficulty continuing, for the snow will soon become soft, and will be almost as impossible for travel. Rolled oats and other cereals are quiet. The demand for feed is good, but deliveries are made difficult.

Flour—		
Best patents	....	7 00
Bakers	....	6 50
Clears	....	5 80
XXXX	....	4 70
Cereals—		
Rolled oats, 80 lbs.	....	2 45
Oatmeal, standard and gran., 98 lbs.	....	3 25
Cornmeal	....	2 65
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00

Maclure & Langely, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialties
12 FRONT STREET EAST TORONTO

Overcoming the Shortage of Home Preserves Calls for More Pie and Pudding

Lily and Gold Seal Flour for Pastry, and Rainbow Flour for Bread

Just about now the housewife's stock of home-made preserves is about exhausted. This means that she will have recourse to her skill in the making of pies, cakes and puddings to overcome the shortage.

Why not anticipate her wants by bringing before her notice the two famous Tillson Flours.

The demand for these two leaders is constantly growing, their high grade and uniform qualities having met with unqualified approval. First, sales are easy and Tillson's quality brings them back for more.

Try out Tillson's now. Our Free Window Display will start the stock moving.

Write for it to-day

Canadian Cereal & Flour Mills Co., Limited, Toronto

Yes—We Invite Comparison

Because we realize that the splendid winning qualities which have ever distinguished our paste products will continue to win the unstinted approval of the very best Canadian housewives. Compare the popularity of

L'Etoile
(Star)

and Hirondelle
(Swallow)

macaroni with any other brands of macaroni whatever, even the most expensive imported kinds, then judge for yourself which kind possesses the greatest business-building possibilities.

The quality of our paste foods is always uniform. We use only the best Canadian-grown wheat, the sweet, natural flavor of which is brought out in the manufacturing process.

Let us convince you of L'Etoile and Hirondelle Macaroni popularity. A small trial order will be ample proof that our lines are dependable, year-round sellers.

Ask your Wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts., Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker. Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Every Variety for Lent

Remember Fish Day
Feb. 29

Quality sea foods will be much in demand during the coming weeks of Lent, and the profits to be had therefrom are well worth going after.

You can secure a big slice of the Lenten trade by getting in touch with us. We are in a splendid position to meet the most exacting demands of the trade. Our assortment is complete and includes Cohoe Salmon, Halibut, Trout, Whitefish, Herrings, Smelts, Haddies and Fillets, together with a full line of Pickled and Salted Fish, as well as the very best Oysters obtainable. Packed in sanitary 3 and 5-gal. tins, which we sell at $4.85 and $8.00 per tin. Try them with this week's order and see the money you save.

We pay special attention to mail orders, and guarantee prompt shipment. You will find our prices right and our service satisfactory in every way.

We also carry a complete line of

Wholesale Fruits

including Oranges, Lemons, Bananas, Apples, Pineapples, Tomatoes, Rhubarb, Celery, Lettuce, Sweet Potatoes, etc. Before ordering your next supply, ask us to quote you prices.

Let us send you our weekly price list.

White and Company, Limited

TORONTO and HAMILTON

Canada's Premier Fish and Fruit House

EGGS
and
BUTTER

We are buyers as well as sellers. If you have any to ship let us quote you prices.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case.	

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 60
32 oz. bottles, per doz., weight 40 lbs.	22 60
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.
Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.
Jellied Veals, ½s, $1.50; 1s, $5; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.
Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

ARRIVING THIS WEEK

One Car

Extra Fancy Florida Celery
Heavy pack, well bleached

One Car

Golden Orange Brand
California Navels

One Car

Marmalade (Bitter) Oranges.

HUGH WALKER & SON

GUELPH, ONTARIO

QUALITY AND STRENGTH
IN
Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)
Soup Globules
Vegetable Ferment
(Junket Tablets)
Package Peas and Beans

Custard Powders
Jelly Powders
Egg Powders
Baking Powder
Pudding Powders

Icings
Ice Cream Powders
Oriental Sauces
Fruit Sauces
Unfermented Wines and Cordials
Mince Meat
Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate

Registered Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

When writing advertised kindly mention that you saw it in this paper.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY
is the Nation's Watchword.
PRODUCTION
is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

THE WILLIAM DAVIES COMPANY LIMITED

Wholesale Dealers
and Exporters of

BUTTER
EGGS
CHEESE
POULTRY

Toronto Canada

Kindly mention this paper when writing to advertisers.

New Brunswick Potatoes

TABLE OR SEED STOCK

Any variety. Stock Guaranteed free from Disease. Car lots at lowest prices.

Wire or Write

HATFIELD & SCOTT
Largest Growers and Shippers
MONTREAL, QUE. HARTLAND, N.B.

Cambridge Sausage, 1s, $2.40; 2s, $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50; Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½'s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼'s, 50c; ½'s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼'s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1 75; 2s, $2.85; 3s, $4; 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½ cts. lb.
In 50 lb. Tubs, 10½ cts.
In 85 lb. Tubs, 10 cts.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 25 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c: 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s flat, $1.45. Individuals, 35 cts. doz.
Pork & Beans, Tomato Sc. Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.50; individuals, 60c. doz.
Pork and Beans, Chili, 1s. 75c; 2s, tall, $1.15; 3s, flats, $1.50; individuals, 60c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.
Clark's Chateau Chicken Soup, $1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spagbetti with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 15
5 lb. tins, 1 doz. in case... 3 50
10 lb. tins, ½ doz. in case.. 3 30
20 lb. tins, ¼ doz. in case.. 3 25
Delivered in Winnipeg in carload lots.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch, 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¾
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¾
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD
COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lb.	0 95
	Per jar
Durham, 4-lb. jar	0 98
Durham, 1-lb. jar	0 32

JELLY POWDERS
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. List Price	$ 0 90

SPICES
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Canister Round	4 oz. P'kgs
Allspice	$0.90	$0.90
Arrowroot, 4 oz tins, 85c	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz., Fagots, 45c	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Ginger	0.90	0.90
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35
Shipping weight 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Boxes	Cents
Laundry Starches—	
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch (120-lb. boxes ¼c higher.)	.06¼
Casco Potato Flour, 20-lb. boxes, per lb.	.10

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE $2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada
Toronto
"The Canadian Newspaper for Investors"

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

Specialists in Creamery Butter

Silverwoods are not only exporters of finest produce of all kinds, but we specialize on *Creamery Butter*. This is made in one of the most modern plants in Canada and can be relied upon to satisfy the most exacting customer.

Specialists in Ice Cream

We are now ready to place agencies for our high-grade *Ice Cream* in towns and cities in Western Ontario not now represented. There is money in Ice Cream and if in a position to handle it write at once for full particulars. Our representative will be pleased to call.

SILVERWOODS, LIMITED

London, Ontario

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

With Benefit To Yourself

We do not expect grocers to handle our extracts unless it is to their benefit to do so. So far as profit is concerned there is a good margin for the grocer in selling

Shirriff's TRUE VANILLA

But more important than profit is the fact that this famous vanilla extract will give the greatest satisfaction to customers. Its flavor and bouquet are unsurpassed. And it is 50 per cent. stronger than the Government Standard requires according to the Pure Food Act.

Shirriff's True Vanilla will benefit you because it will best satisfy your customers. And satisfied customers are a store's best asset.

Imperial Extract Co., Toronto, Ont.

House-cleaning Time Is Drawing Near

Spring house-cleaning will soon be here. Are you prepared for the demand for that article which is absolutely essential for a successful house-cleaning? Are your shelves well stocked with all sizes of

O-Cedar Polish

(MADE IN CANADA)

Every housewife will use O-Cedar this Spring. She must have it to clean and beautify her furniture and woodwork. She knows it will make everything bright and new-like again. She will have no substitute.

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

WANTED

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 126, Canadian Grocer.

WANTED—CONTROL OF PROPRIETARY article selling to the grocery trade for the Provinces of Quebec and Ontario. Firm of commission agents with influence and extensive connections, are prepared to place a good article on the market. Only firms of high repute dealt with. Fullest investigation regarding ourselves. Archdeacon & Larose, 165 Sparks Street, Ottawa, Ontario.

COMMISSION AGENT WHO HAS GOOD connections in Cape Breton, with wholesale and retail trade, would like to handle lines of Grocers' Specialties. M. L. Ingraham, Box 591, Sydney, N.S.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about $12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"Canadian Air-Line" Honey
The BEE-MADE Honey
PURE ATTRACTIVE TASTY
The Root Canadian House
185 Wright Avenue, TORONTO

TANGLEFOOT
The Non-Poisonous Fly Destroyer
Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

MAPLEINE
is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.
ORDER FROM
Frederick E. Robson & Co., 24 Front St. E., Toronto, Ont.
Mason & Hickey, 287 Stanley St., Winnipeg Man.
CRESCENT MFG. CO. SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH
JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

One Inch Space
$1.00 Per Issue
on Yearly Order.

Coupon Books
Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.

Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping. THEREFORE SAVE MONEY.
Write Your Jobber or
ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

FOR SALE
Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.
Mann, Laurie & Co.
Phone 1577. London, Ont.

Feature these Made-in-Canada Products for Quick, Cold Day Selling

The five lines here shown are accredited leaders in their respective fields. They have won the approval of the most discriminating because of their proven purity and delicious wholesomeness.

By boosting our lines you not only guarantee yourself customer satisfaction, but you show a practical patriotism in supporting Canadian enterprise and Canadian labor.

Compare our prices and our quality with the imported brands. The result will convince you of Canadian-made superiority.

St. George Brand Coffee, 2 doz. in case....$4.80
St. George Evaporated Milk, 4 doz. in case 3.60
Banner Condensed Milk, 4 doz. in case.. 5.50
Princess Condensed Milk, 4 doz. in case.. 4.50
Premier, Skimmed, 4 doz. in case..... 4.00

Send an order to-day.

Malcolm Condensing Co.
LIMITED
ST. GEORGE ∴ ∴ ONTARIO

Y & S STICK LICORICE
48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¾-lb. t ns—
3 doz. in case

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

By Special royal permission

We can increase your profits!

We have increased the profits of dealers throughout the Dominion by bringing to their notice the selling merits of

King Oscar Sardines

Their success with a trial order convinced them that this appetizing sea food has ever a warm place in the hearts of housewives everywhere.

Our poster and newspaper advertising campaigns have introduced King Oscar in every community. We thus create a growing demand which means big things for the King Oscar dealer. How about you? Why not let King Oscar put the winning punch in your sea food sales?

Ask your wholesaler.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON ONTARIO

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
Anchor Cap & Closure Corp. Inside front cover
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker, Walter, & Co., Ltd. .. 45
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co....Inside Back Cover
Bickle & Greening 54
Borden Milk Co. 3

C

Canada Foods. Ltd. 45
Canadian Cereal & Flour Mills Co. 41
Canadian Salt Co. 9
Canada Starch Co... Front Cover
Cane, Wm., & Sons Co., Ltd. 56
Catelli, C. H., Limited 42
Channell Chemical Co., Ltd.. 51
Chase & Sanborn 10
Church & Dwight 56
Clark, Ltd., W. 7
Concord Canning Co. 12
Connors Bros. 4
Crescent Mfg. Co. 52

D

Da Costa & Co. 4
Davies & Co., Wm. 46
Dominion Canners 5

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 48
Eureka Refrigerator Co. 15

F

Fearman, F. W., & Co. 44
Freeman Co., W. A. 48
Flavelle's, Limited 10
Furnivall-New 11

G

Guelph Soap Co. 56

H

Hamilton Cotton Co. 53
Hargreaves (Canada), Ltd. .. 12
Hatton Co., D. 11
Hatfield & Scott 46
Hillock & Co., John 12
Hygienic Products Co. 15

I

Imperial Extract Co. 51

K

Keating & Co., Thos. 4
Knox Co., Inc., Chas. B. .. 8

L

Lambe & Co., W. G. A. 49
Laporte, Martin, Limitee ... 55
Leacock & Co. 9
Lemon Bros. 45
Lightcap, O. F. 49

M

Mackenzie & Morris 49
MacInre & Langley, Ltd..... 40
MacNab, T. A., & Co. 49
Magor, Son & Co. 16
Malcolm's Condensing Co. ... 53
Mann, Laurie & C. 52
Maritime Fish Corp'n. 6
Mathieu, J. L., & Co. 9
McCabe, J. J. 45
McVitie & Price, Ltd. 56
Millman, W. H., Sons 49

N

National Licorice Co. 53
Nickel Plate Stove Polish Co. 53
Nugget Polish Co., Ltd. ..... Back Cover

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 49
Pennock, H. P., Co.. Ltd. ... 49

R

Red Rose Tea Co. 15
Rennie Co., Wm. 8
Rock City Tobacco Co. ..... Inside back cover
Root Canadian House 52

S

Silverwoods Limited 50
Shidznoka Ken Tea Guild .. 13
Smith & Son, E. D. 14
Star Egg Carrier & Tray Mfg. Co. 49
St. Lawrence Sugar Refining 11
Symington, Thos., & Co. 8

T

Tippet & Co., A. P. 2
Thum Co., W. O. 52
Toronto Salt Works 52
Trent Mfg. Co. 16-52

W

Walker, Hugh, & Son 45
Watson & Truesdale 49
Webb, Harry 49
Western Canada Flour Mills, Ltd. .. .... Inside Front Cover
Wethey, J. H., Ltd. 54
White & Co. 43
Woodruff & Edwards 8
Woods & Co., Walter 44

WHY 3 CENTS invested with us will net you dollars of profits

When the goods listed here were bought the market was at its lowest ebb. So, we are able to quote you prices that will give you bigger profits.

Quality being equal, you will buy at the best prices.

Because otherwise it would be an injustice to the assets of your business to buy without first knowing where the best prices can be had.

Then why not invest three cents in postage and get our quotations on what we offer?

We know we have the right prices. Prove it.

TOMATOES 3s

CORN 2s

WAX BEANS 2s

PEAS 2s

REFUGEE BEANS 2s

GALLON APPLES

PEACHES H.S. 2s

RASPBERRIES H.S. 2s

CALIFORNIA PRUNES
All Sizes (25s to Box)

OREGON PRUNES
All Sizes (25s to Box)

CALIFORNIA SEEDLESS
Loose (50s to Box)

FREE.—Sample of our Victoria Java Mocha Coffee with all inquiries.

LAPORTE, MARTIN, LIMITÉE
Wholesale Grocers

Tel. Main 3766 MONTREAL Teleg. "Laporte"

Bigger profits for you and better service for your customers

This, Mr. Dealer, is what the

NEW ALL-CANADIAN, ALL-WOODEN WASHBOARD

means to you

The prohibitive prices of zinc and aluminum have removed from popular favor the washboards made of these materials, and have resulted in the production of the New All-Canadian, All-Wooden line. This latter is just as good a board, gives better service, and produces a better profit for the dealer than the old line. It is, as its name implies, Canadian-made right through.

The rubbing surface is made of the finest grained hardwood — a vast improvement on the wooden washboard of former years.

Try what a litle stock of the "New All-Canadian" will do for you in the way of larger profits.

Retails at 20c.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as **Cow Brand.**

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT
Limited
Manufacturers MONTREAL

A Soap that Lives Up to its Name

The results produced by Wonderful Soap has convinced dealers and customers everywhere of the aptness of its name

For general all 'round utility it is unsurpassed.

It will cleanse the most delicate fabric without injurious effects.

Wonderful Soap has a neat red wrapper which makes it particularly adaptable to effective displays. Order a supply to-day and test its popularity for yourself.

GUELPH SOAP CO.
GUELPH ONTARIO

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

No. 36

Chats with "Old Bob"

(Canada's 105-year-old Pioneer)

Not sticky, but moist

"You take an old fellow like me without a tooth in my head, it's some job to chew a hard-as-nails tobacco but with **KING GEORGE NAVY** it's a pleasure, for though its not at all sticky, it is moist enough to make a nice lasting chew."

King George Navy Chewing Tobacco, my lad, has 'em all beaten for a good all 'round chew. I think every grocery store in Canada handling tobacco should sell King George.

Order your supply now.

Rock City Tobacco Co., Ltd.

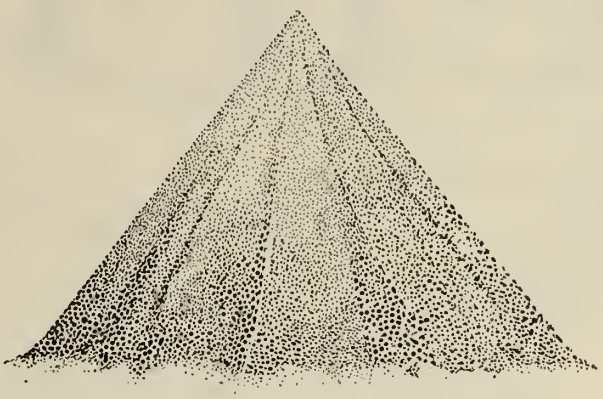
Quebec and Winnipeg

make sure that "NUGGET" Shoe Polish was well represented among your "ammunition?" Your customers will "go over to the enemy" if they can't obtain it at your store.

THE NUGGET POLISH COMPANY, LIMITED

TORONTO, ONTARIO

A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of Broken Bags, Down Weights, Improper Handling, it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

LANTIC SUGAR

in Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in packages that sell, packages that are attractive, packages that are modern, packages that satisfy?

Lantic Sugar

Order through your jobber a trial order of Lantic Original Packages.

Put up in 2 and 5 lb. cartons and 10 and 20 lb. bags.

Atlantic Sugar Refineries, Limited

MONTREAL

Welch's

"The National Drink"

Welch's is the "cup that cheers but does not inebriate." It's a pure grape product with the zest and the tang of choicest Concord Grapes. It is delicious, pure and unfermented.

Welch's is being served at banquets, receptions and social occasions. It is a wholesome temperance beverage for the home.

Get your order in early for at least five cases and you will repeat before July 1st.

Display material furnished interested dealers.

Sold by leading jobbers

THE WELCH COMPANY, LIMITED

St. Catharines, ∴ Ontario

Borden's

—*the selling line that can't be beaten*

The line whose winning popularity has been built upon three-score years and ten of customer-satisfaction. The unmistakable stamp of public approval has placed the *Borden Products* away ahead of all competitors.

What benefits are you reaping from this profit-building popularity? Other dealers have featured the wonderful utility of the *Borden* Lines in their localities and are realizing in dollars and cents what Borden Quality means.

A window display of Borden's will be the beginning of worth-while sales for you. And remember—first Borden sales are invariably followed by bigger and better ones.

Put Borden's to the test. Get a small trial supply to-day.

BORDEN MILK Co. LIMITED
EAGLE BRAND
Trade Mark of Borden Milk Company Limited
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

Borden Milk Company

"Leaders of Quality"

MONTREAL

B anch Office—Arcade Building, Vancouver

CANADIAN CANNED FRUITS

Finest Quality, Packed with the Best Granulated Sugar

"MADE-IN-CANADA"

3000 doz. PEACHES 1's
Heavy Syrup, Highest Quality - - $1.15 doz.

1000 doz. PEACHES 2's
Heavy Syrup - - - $1.25 doz.

2000 doz. RED RASPBERRIES 2's
Heavy Syrup - - - - $1.25 doz.

1000 doz. RED CHERRIES 2's
Heavy Syrup (Sanitary Cans) - - $1.25 doz.

1000 doz. BARTLETT PEARS 2's
Light Syrup - - - $1.00 doz.

TERMS: Net 30 Days Montreal

TEAS

No change in the duty, but market firmer, and we are looking for an advance on freight rates. Don't delay to place your orders with us.

Our Motto:—SATISFACTION

L. CHAPUT, FILS & CIE, LIMITÉE

WHOLESALE GROCERS and IMPORTERS

Montreal

Established in 1842

They Help You Make Money

——FREE SALESMAN LET US SEND YOU SOME

They are good business-pullers

Best for Coffee, Salads, etc.

Best for Baby, Cake, Candies

One will catch the eye of your woman customer every time she passes your store and will try to make a sale for you.

Another standing just by the counter will call her attention to a saving by making another sale for you.

Still Another will hold up the Article with an appeal to the Mother with Babies.

All these and more to help you sell—FREE.

Just sign the coupon, or drop a postal, asking for our Free Squad of Sales Makers.

We will do the rest.

FREE SALES MAKERS COUPON

Please send me Free Squad of Sales Makers without expense or cost.

Name.... ....

Address.... ....

Prov.....

The Aylmer Condensed Milk Co., Limited

AYLMER, CANADA

Do It Yourself

You have admired the sanitary, attractive packages put up in fancy food factories. You may even have said to yourself "Now if I could do that with the goods I have to sell it would make a reputation for my store and bring me better profits on bulk lines which now pay but little."

It was to meet this identical state of mind, Friend Retailer, that the **Riteshape** was created. **Riteshapes** give you a tidy, sanitary package for any food whatsoever and in any quantity whatsoever from one half up to ten pounds.

Riteshapes put you into the package food game for yourself. They are low priced enough so that you can use them on a nickel's worth and good enough to use on the most fancy stuff you carry.

VICTORIA PAPER & TWINE CO., LIMITED
Wholesale Distributor
TORONTO MONTREAL

The Oval Wood Dish Co.
Manufacturer
DELTA, OHIO, U.S.A.

CLARK'S

MADE IN CANADA

PORK AND BEANS

PLAIN CHILI TOMATO SAUCE

THE BEST IN QUALITY
THE HIGHEST IN REPUTATION
THE LEADERS IN SALES

STOCK CLARK'S and turn your money over PROFITABLY AND QUICKLY.

W. CLARK, Limited, Montreal

Clark's

Of course we believe in advertising

—What we don't believe in is the advisability of spending money in consumer advertising where **MINTO TEA** is concerned. Consumer advertising often puts the dealer at a disadvantage creating a demand which he often finds of little actual value, as it forces him to handle an article the profit on which is scarcely worth while.

The actual amount of money that it would cost us to advertise **MINTO TEA** to the consumer is enclosed in every package (½ and 1 lb.). This gives you a splendid talking point. And, remember, the same high-grade quality is still in every ounce of Minto Tea. Your profits, too, are worth considering.

Minto costs you 33c and retails at 40c.

How about a small trial shipment?

Minto Bros.

New Address: 284 Church St. TORONTO

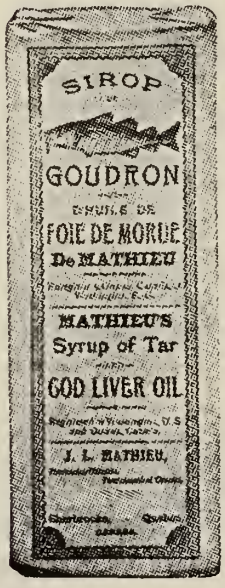
Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.

Arm your customers 'gainst the cold weather peril



Just now, when the forces of LaGrippe and Pneumonia are abroad your customers will readily appreciate the splendid body-building qualities of

Mathieu's Syrup *of Tar and Cod Liver Oil*

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker"; keep it before your customer's notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock up to-day.

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

For Delivery in April

MAPLE

SYRUP and SUGAR

Strictly pure. All shipments carry my personal guarantee. I was awarded Gold Medal in Paris, 1900.

Maple Syrup in Imperial Gallon Cans - - - $1.40
(Packed in 5 gallon boxes)

Maple sugar - - - - - - - - 12c per lb.

Only a limited quantity at these prices. Terms: Cash with order. Money refunded if goods are not as guaranteed.

L. L. HARDY

St. Bazil de Portneuf, P.Q.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

GIPSY

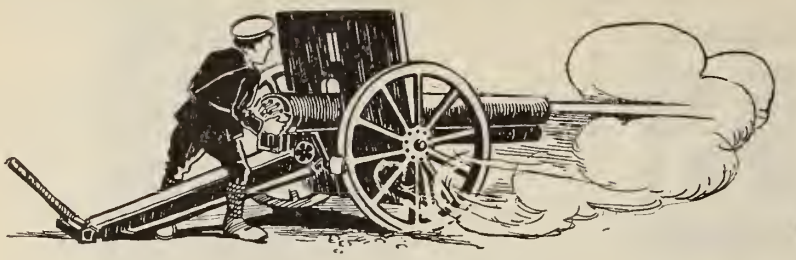
Stove Gloss

quality guarantees permanent satisfaction; the price is no higher than that of others, and the profit on every gross you sell adds up to a bigger total every year.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap & Grant, Winnipeg. For British Columbia & Yukon: Creeden & Avery, Rooms 5 & 6 Jones Block 407, Hastings Street, West, Vancouver.



Boom!!

are you ready!

February 29th next is the National FISH DAY

March 7th is the opening of Lent

Keep these dates in front of you. They mean dollars and cents in your pocket.

Have you ever tried us with an order, if not, do so now—and get the best value for your money.

The old and reliable headquarters will never disappoint you. Try them.

D. HATTON COMPANY

Montreal

Established 1874.

TEA

The situation is strong and the demand active. The trade now know just where they stand as regards a tax, and sales should increase enormously.

Get in line and buy your goods right at first hand costs. We are to-day making special offers in—

Japan Teas, Japan Siftings and China Congous

JOHN DUNCAN & CO.

Established 1866 **MONTREAL**

The Finest Cane Syrup Made

Crystal Diamond Syrup

Kindly mention this paper when writing to advertisers.

New Brunswick Potatoes

TABLE OR SEED STOCK

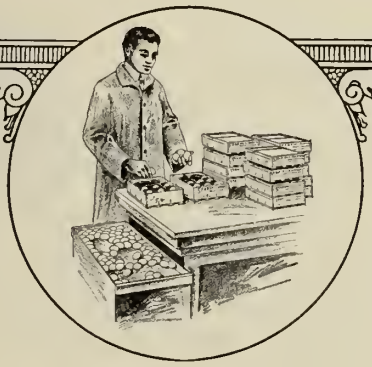
Any variety. Stock Guaranteed free from Disease. Car lots at lowest prices.

Wire or Write

HATFIELD & SCOTT

Largest Growers and Shippers

MONTREAL, QUE. HARTLAND, N.B.



The Star System

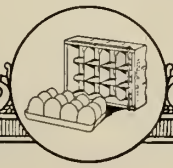
For Safe Egg Handling

Does $1.00 extra profit on each case of eggs you sell interest you? You can make at least that amount by grading your eggs and delivering them in Star Egg Carriers. Other grocers are doing it, why not you?

Let us tell you how. Write for our booklet S-176.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1502 JAY STREET ROCHESTER NEW YORK



MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.

12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co. MONTREAL

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS.

Halifax - N.S.

Bigger and bigger sales for you

GOLD DUST

Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now*.

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything*.

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.

THE N. K. FAIRBANK COMPANY

LIMITED

MONTREAL

"Let the GOLD DUST TWINS do your work."

JAPAN TEA
A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.
Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.
The Japanese Government prohibits adulteration and coloring of Tea.
YOUR dealer sells it. Ask HIM.

FOLLOW THE LEAD

Fill the demand for the natural brain and body stimulating beverage–the delicate, full flavored Japan Tea. Canadian Grocers are backed by advertising, as above, in Canadian papers with a national circulation.

Order a supply from your wholesaler.

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

and

Jelly Shred Marmalade

Marmalade De Luxe

is the best made in Canada, just Seville Oranges and Granulated Sugar only.

We are now delivering 1916 New Season Pack.

No advance in price over last year. English Competition is practically cut off. Now is the time to be loyal to the best Jams and Marmalades made in Canada.

WAGSTAFFE'S THE BEST

WESTERN AGENTS:

W. H. ESCOTT & CO.
Manitoba and Saskatchewan

McKELVIE & STIRRETT
Calgary

DOMINION BROKERAGE CO.
Edmonton

H. P. BURTON
Vancouver

WAGSTAFFE LIMITED

HAMILTON, CANADA

Indian Reasons For Its Popularity

Why do you think that so many people who once used a straight Ceylon tea are now such strong advocates for Red Rose Tea? It is because Red Rose Tea is so largely composed of Indian teas, which, as every experienced tea merchant knows, are unequailed for richness, vigor and strength. Those who use Red Rose Tea realize that they cannot get these distinctive Indian characteristics in a straight Ceylon.

"Slow as Molasses"

May be suitably applied to chilled molasses, but not to your molasses sales when you stock

Leacock's
Extra Fancy
Extra Choice

the pure cane sugar molasses that keeps sales on the jump.

In high-grade quality, in quick-selling merits, and in customer satisfaction **Leacock's** takes the lead.

Stock with Leacock's—it will prove a winning brand.

LEACOCK & CO.

Exporters of Highest Grades of Molasses
BARBADOS - - - B.W.I.

This is our latest "Special"

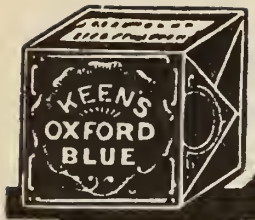
and original design, manufactured and installed early in 1915, and every week since.

—the very newest idea in BUTCHER REFRIGERATORS. It has Cold Storage Door and Cold Storage Windows, with regular rubber gasket applied, making refrigerator absolutely airtight.

The display front has a white porcelain interior, which adds to its attractiveness and guarantees perfect cleanliness.

GET FULL PARTICULARS.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE TORONTO



Keen's Oxford BLUE

—QUALITY—First, Last and Always

There never has been any question of the *quality* of goods bearing *Keen's name.*

You know this—

Your customer also knows—

Therefore,

What better quality can you put before your customers than *Keen's Oxford Blue?*

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Dr. C. C. James says:

"Buy Canadian Made Goods Wherever Possible"

Every dollar spent out of Canada is a dead loss to the country, yourself included. Every dollar spent in Canada for goods Made in Canada by Canadian labor and financed by Canadian capital adds wealth and prosperity to the Dominion and the people.

"TRENT LOCK" EGG FILLERS

are purely Canadian products and are worthy of your support. Our modern factory and unlimited facilities enable us to give PROMPT DELIVERIES on all orders large or small. "Trent Lock" Egg Fillers give excellent service. They ensure safe transportation. Keep your case fillers bright, new and clean.

Let us figure on your carload order.

The Trent Mfg. Co., Limited

TRENTON ONTARIO

CANADIAN GROCER

VOL. XXX TORONTO, FEBRUARY 25, 1916 No. 8

Declare in Favor of 10 Cent Line

Majority of Grocers Prefer to Handle Article Costing $3.60 Per Case of 48 and Retailing at 10 Cents to One Costing $3.90 Per Case of 100 and Selling at 5 Cents—Matter Considered From Many Standpoints—Some Overlook One of the Conditions.

Compiled from views of 33 merchants

HOW would you answer this problem? Which would you prefer to sell?

(a) An article costing $3.90 per case of 100, and retailing at 5 cents each; or

(b) The same quality article in a similar package with same net weight costing $3.60 per case of 48, and retailing at 10 cents each?

And what are your reasons?

This was a question Canadian Grocer submitted recently to a number of representative dealers throughout Canada. They were requested to discuss the point from the standpoint of possibility of price-cutting in either case, net profits, satisfaction and service to customers, turnover, repeat orders, etc.

The majority decided in favor of the 10-cent article. The chief reason given is that this gives a better margin of profit. Some, however, had an idea that the 10-cent line was a larger package than the 5-cent line, whereas the particulars as above given showed the two of them to have the same net weight; that is, a customer buying a package of each would secure the same quality and the same net weight article, the only difference being that for the one he would pay 5 cents and for the other 10 cents. In the light of this explanation it would be interesting to have the views of these merchants again.

However, the question has been gone into by various retailers from all sides, and has proven one of the most interesting submitted to the trade for a long time. After reading the replies, we would be glad to have the views of other readers.

M. A. Durland, Merritt, B.C.—It depends entirely on the article to be sold. If a luxury, such as chocolates, our trade would demand the 5c article in preference, since we are doing business in a coal mining centre, where crude oil has been introduced by the railways, causing a slump in business conditions here and a general economical existence by the mining element that comprises our trade.

Our own choice, however, would be the 10c line, since we would be giving just as good value to the customer and making a profit (gross) of 25 per cent., against 22 per cent. on the 5c article. In this district we do not figure odd cents, hence no possibility of price-cutting on a 10c article.

* * *

John Bullied, Lumsden, Sask.—"We would prefer to sell the article at 10c, because we believe in most cases it will be an article of more use to the average household than one to sell at 5c, and as a matter of profit, we don't think it any more difficult to make the 10c sale than the 5c sale."

* * *

Chas. E. Turner, Morris, Man.—"I would rather sell the article costing $3.60 per case and retailing at 10c, as I would make 25 per cent. margin, while on the 5c line I would only make 22 per cent."

* * *

Jeffrie & Campbell, Ridgetown, Ont.—"We would prefer the 48 package case, because we are making a better profit, and because generally it is just as easy to sell a 10c article as a 5c one, if the article is something that is in general use. There would, of course, be some exceptions to this rule, as, for instance, a cake of soap. A 5c cake of soap is just about the right size for a woman's hand, and I think there would be objections raised to a 10c cake."

* * *

A. E. Ware, Huntsville, Ont.—"I prefer the 10c article. My reason for this is because it shows a better margin by about 3c. This, I think, is sufficient reason, especially when it is no more trouble to sell it than the 5c line. The customer too is getting the same value. As for price-cutting, if it must be considered at all, the 10c article would, I think, be more subject to this than the 5c line."

* * *

R. S. Godfrey, Meaford, Ont.—"I would prefer to sell the 10c line costing $3.60 per case of 48. On this the profit is 25 per cent. on sales, while on the other line it is only 22 per cent. Also there would be fewer number of sales to

PREFERS 10-CENT ARTICLE

BY JAS. R. ROWLEY, CRAICK, SASK.

I would rather sell the 10-cent article for the customer's sake and my own. The other (a) costs $3.90 for case of 100 and sells for 5c. Profit on the case would be $1.10 or 22%. The article (b) costs $3.60 per case of 48, sells for $4.80, making 25%. The customer on buying the 10c packet gets slightly more than double the weight of the 5c packet. Another thing: I believe the repeat orders on (b) would be nearly as fast as on (a), for in using a small packet most people are very careful. On taking a larger packet in their hands, they are inclined to think it cheaper and feel no need to be as saving.

On reading your questions again, I am not sure whether you mean the net weight of the packages or case are the same. If you mean the packages, I would rather sell the 5c one, for the percentage of profit is very little less, and if I could sell a pound package for 5c and I sold the same sized package (of the same quality) for 10c, I should consider that I was not treating my customers right.

the cake and less wrapping. Very few 10c articles should be sold at three for a quarter."

* * *

Chas. T. Hicks, Guelph, Ont.—"We prefer the 10c article. It shows a fair profit, with little chance of cutting to three for 25c. Ten cents is a popular price, and it requires just as much time and trouble to make the 5c sale as the 10c one, so we think the 10c size would easily be the more popular."

* * *

W. M. Hogg, Bridgeburg, Ont.—"We favor the 10c goods costing $3.60 per case of 48 packages. In my experience there is usually a better sale for this than for the 5c line. There are not so many packages to handle or wrap up. It is more quickly off the shelf and the profit is greater."

* * *

W. H. Brunning, Bond Head, Ont.—"I would sell the 5c line costing $3.90 per case of 100 by all means. The profit is only 3 per cent. less, and there is no danger of price-cutting, while the customer is getting double value, which is a great consideration. The 10c line is too apt to be sold at three for a quarter, and then the profit would not cover expenses."

* * *

Anton Wagnor, Arbstein, Ont.—"I would prefer the 10c article, as there is more money in it and less handling."

* * *

D. B. Ritchie, St. Chrysostome, Que.—I would prefer selling the 5c line costing $3.90 per case of 100, as there would be less price-cutting, and we would show that we were endeavoring to give our customers as much value as we consistently could."

M. A. McLeod, Prince Street, Charlottetown, P.E.I.—"We would prefer the 10c line, as the profit is a shade better. The turnover would be quicker, the customer would get a little more in one 10c package than in two fives. With regard to price-cutting, if you wish to do that, you can give six for a quarter, just the same as three for a quarter, which is often done in our city." (The fact is here overlooked that the net weight of each package is the same, so that a customer would get just as much in the 5c package as in one 10c package.)

* * *

R. W. Rhodes, Matheson, Ont.—"I would rather sell the article costing $3.90 per case of 100 and retailing at 5c each."

* * *

Coffin & Co., Charlottetown, P.E.I.—"Your problem is a nice one. Personally we would prefer the 10c article, because selling singly, it gives a better margin than the 5c line. The probability is that the 10c line would be cut to three for 25c rather than the other to six for 25c, since it costs less; if this were done it would be impossible to figure which was the more profitable, for the great majority buy but one at 10c, instead of three at 25c; if both be cut, the three for 25c still gives the better profit. We only make this cut on two articles retailing at 10c and one retailing at 5c. However, where we meet it in other lines we will make the cut rather than break with a customer. We think that, while frequently a customer will ask if a certain line is sold at three for 25c or six for 25c, and gets a negative reply, she rarely if ever leaves the store on this account, and will almost invariably buy the article in question, though usualy in smaller quantities than the amount on which the cut is made. The refusal to make or meet this cut is more than made up by giving a **more satisfactory service** than can be got elsewhere. We believe the net profits are greater by refusing to cut, for, while a customer may know that we are higher on some articles, still I think we lose little custom on this account, though it's impossible to say."

* * *

W. J. Hogarth, Ingersoll, Ont.—"We prefer the 10c line, because the margin of profit is better. We think also the dealer who would sell the 10c article at three for 25c would be as likely to offer the 5c line at six for a quarter. The large package in my estimation would be equally as good value, if not slightly better, to the customer, and it is my experience generally that with an article of merit and of general use it is as easy to sell a 10c package as one at 5c."

* * *

L. C. Kelley, Hastings, Ont.—"Providing it did not cost us anything to run our business, I would prefer to sell the 48 package case costing $3.60. If I sold this three for 25c I would make 40c, or 11 1/9 per cent. If I sold the 100 package case, costing $3.90, six for a quarter, I would only make 26c, or 6 2/3 per cent. on the money invested."

* * *

W. H. Chute, Wyevale, Ont.—"The 10c article is my choice. An investment of $3.60 gives an advance of $1.20, whereas an investment of $3.90 only allows $1.10 on a case. A dealer, too, could serve out the case of 48 more readily than he could the case of 100. Either margin, in my estimation, is too close to cut prices; but even so, the

Strong Advocate of Five Cent Line

By R. J. Pronger, Pronger Bros., Dryden, Ont.

AN article costing $3.90 per case of 100 and selling for 5c each brings you a profit of 22 per cent., while an article costing $3.60 per case of 48 and selling at 10c realizes 25 per cent. profit.

The latter is without doubt the more legitimate profit, as a grocer's overhead expenses are always increasing, while the demand for certain lines of goods, especially what might be termed fancy groceries, is certainly decreasing. Even if our turnover is not cut down, the fact that people are studying economy and buying largely staples will prove under close analysis that our percentage of pro- is much smaller than formerly.

However, in the face of these facts, I would choose the 5c article. If you carried the 10c line the first trouble you would have to contend with would be your opposition, making a special of it at 3 for 25c, which would still show him 10 per cent. He would not be so liable to offer the 5c line at 6 for 25c, as that would only leave 6 per cent. profit.

Besides, my experience is that people will take 3 of an article where they will hesitate about taking 6, even if they do equal the same proportions. Also, I think I could increase my volume on the 5c line. If it was a new line you would have no trouble introducing it, as few customers stop at 5c to give an article a trial where they might at 10c. Also, were it a standard line, with a steady sale, no objection would be raised to you adding one or two to a grocery order. The remark would probably be: "It will come in handy," naturally thinking "the investment is small."

Of course, in pricing an article there are many points to be considered—the nature of the goods, the class of trade that will purchase it, what the opposition will offer it for, etc.

However, taking all things into consideration, my endorsement is for the 5c line, unless you felt your trade demanded a 10c package.

larger package still shows the larger profit. It is my experience that the larger quantity leads to a freer use of same, which would naturally help to increase the turnover."

* * *

Young & Brown, Ridgeway, Ont.—"We decidedly favor the 10c article. Leaving out the question of price-cutting, which would do away with the giving of three for a quarter, we favor the 10c article on account of profit. It yields 25 per cent., whereas the 5c article only yields 22 per cent. (We always figure profits on sales value.)

"In the matter of turnover, we favor the 10c article, because we would expect to sell a 10c article more than half as rapidly as a 5c one. The investment required is considerably smaller in the case of the 10c article, which is a matter of large importance where one might be doing business on borrowed capital.

"The 10c article is preferable where it is found necessary to unload a certain line to prevent staleness, or for any other good reason. The 10c article sold three for 25c would yield a larger profit by considerable than the 5c one sold six for 25c. We do not believe in price-cutting, however; we compete on quality and service only. A gross profit of 25 per cent. is the least return for money invested and labor involved on which the retail grocer can hope to do business.

"In the matter of satisfaction and service to customer, we again favor the 10c article. It is obvious that the manufacturer can give more than twice the quantity, and also a little better quality in the 10c article, because of the smaller carton or package expense. We find our customers comparing 5c and 10c packages and find that they usually expect slightly more than twice the quantity for 10c than is given for 5c. The larger profit in connection with the smaller investment, in our opinion, more than offsets any possible advantage of the 5c article over the 10c one. Turnover must be considered in the light of these two important factors."

* * *

Hart & Ellis, Meaford, Ont.—"We prefer to sell the 10c article, as the margin of profit is better, and in country towns, unless purchased in large quantities, the retailer has an additional expense for freight and cartage.

"As to cutting prices, anyone who figures the cost of doing business could not cut prices in either case. If in the latter case, three were given for 25c, the profit would be 10 per cent. on the selling price, which is far below the lowest percentage on which business can be done in this town, and we would judge in any other of equal size.

"As to price, 10c is now a popular retail price, and thus it would give satisfaction and service to customer. We do not find it at all hard to sell a customer a 10c article, instead of a 5c article when quality and quantity are equal in comparison to price, as the customer then does not require to buy so often.

The following reply was received from an Ontario merchant who requested that his name be withheld:—We would say that as lot B brings an advance of 33 1-3% and A only 28c, that we prefer the former. Prices 5c and 10c are such that there is not much chance for price cutting, unless a person wants to do business at a loss.

We never believe in making a 5c sale when we can make one at 10c. It costs the same to make either, and the latter gives you double the profit, which in many cases, is the difference between failure and success. If it was a line of soap, the five cent line would likely be the most profitable, as you should make increased sales. It is a question that has to be considered from class of trade you have. As a rule merchants should aim at selling medium and high grade goods, and thus increase the volume of their business, and also increase profits. In groceries you must figure on getting in a general way, 33 1-3%, as a great many lines such as butter, sugar, etc., are sold on at much closer margins.

* * *

The Grills Co., New Liskeard, Ont.—"Because the case of 48 packages would show us a bigger margin of profit we prefer to sell it. The kind of goods would, of course, make a difference, and particularly if the line is a staple one, the 10c package would be preferable."

* * *

W. Sproule, White River, Ont—"We prefer the $3.90 case to sell at. The chances are better for a bigger turnover in this. The latter proposition is too much in favor of the manufacturer, and I prefer giving my customers the benefit where there is so little difference."

* * *

J. H. Marshall, Niagara Falls, Ont.—"The 10c article is undoubtedly my choice. The profit on the 5c line is $1.10 per case, while on the 10c line it is $1.20. The chances of price-cutting, I consider, are equal. If the former is cut, the margin is reduced to 26 2/3c, while on the latter it is 40c per case. Profit of 2½c on a 10c package is better than a profit of 1 1/10c on a 5c package, and there is a chance of your opposition getting the next order. The expense of selling a 5c package is practically the same as the selling of a 10c one, and even if the customer took two or more packages of the 5c line the profit is never as good as in the case of the other. Buying possibilities on the part of the consumer on the 10c line are greater than on the 5c one. Customers buying the 5c package will be out of goods oftener than those purchasing the other, and consequently they use less and, therefore, our turnover is less. From the point of satisfaction and service, we think a customer who would buy a 5c line and not the 10c line, because of the extra money involved, would also buy 5 cents worth of cooked ham, 10 cents worth of oysters, 5 cents worth of cheese, etc. Such customers help drive grocers out of business.

* * *

C. A. Elsey, Campbellville, Ont.—"The 10c article appeals to me. My reason is that the $3.60 per case of four dozen means a cost of 90c per dozen. Retailing at 10c each, the percentage of profit on cost is 33 1/3 per cent., which is better than the other. At the same time, a 10c sale is preferable to a 5c sale, and a profit of 33 1/3 per cent. on the 5c line represents $5.20 per case of 100 instead of $5, which would be the case if it had to be sold at 5c. There is less handling also in the 10c article. If the article is a staple line most people would prefer the 10c package, as the other is too small an amount, and means too frequent buying from the customer's point of view. Many people prefer to buy sugar by the sack in preference to 25c worth, just as a matter of convenience."

* * *

Jas. L. Hewson, Oakville, Ont.—"I prefer the 10c line because there is less labor and bigger profits. This line could not be sold at three for 25c."

* * *

E. B. Reist, Preston, Ont.—"I would rather sell the 5c article costing $3.90 for 100 because it is almost sure to be sold at 5c straight, whereas goods costing $3.60 per case of 48, or 90c per dozen, there is an inclination with some dealers to sell three for 25c, which cuts the profit below a legitimate margin."

* * *

Schell Bros., Berlin, Ont.—"We would prefer to sell the 10c article costing $3.60 per case of 48 packages. The article costing $3.90 per 100 is sometimes cut in price to six for a quarter, while the article costing 7½c is not cut generally to three for a quarter. Moreover, the 10c article shows a better percentage of profit, with less labor and expense in selling same."

* * *

Robt. H. Clark, Embro, Ont.—"Re your problem of the article costing $3.90 per case of 100 packages and retailing at 5c, and the same quality article in a sim-

ilar package with the same net weight costing $3.60 per case of 48 packages and retailing at 10c. I would not imagine any merchant would think of selling either package at less than 5c per package and 10c per package respectively. If he did, he would be working for the manufacturer and not for himself. As for myself, I would rather sell the 10c line for the reason that I would make $1.20 on an investment of $3.60, whereas on the other, I would only make $1.10 on an investment of $3.90; and, furthermore, I would only have to wrap up 49 packages instead of 100, as in the 5c line. The 10c article would mean better profits to the merchant and better service to the customer also."

* * *

W. O. Webster, Udora, Ont.—"I would sooner sell the 10c line. Both these, in all likelihood, if they were staples, would be cut six for a quarter and three for a quarter by some merchants—for instance, the kind who sell certain plug tobacco at three for a quarter. The $3.60 a case line gives a trifle better profit and a trifle better value to the consumer to either price-cutter or straight seller."

* * *

N. McGillivray & Co., Port Elgin, Ont.—"We prefer to sell the 10c line for following reasons:

1. "The profit on sales is the better by 3 per cent.

2. "As in this case the packages are alike in weight, the sales naturally would number the same, but the turnover or amount of business done would be double.

3. "Taking the turnover as a basis, the freight charges on the 5c line would be practically double the charges on the 10c line, thus reducing your net profit.

4. "Invariably goods shipped 48 to the case arrive in better condition, and are more easily handled and stored than the 100's.

5. "As to the liability of price-cutting, we think any merchant who is subject to this very bad habit is as likely to give six for 25c as three for 25c, and even in so doing the profit on the 10c line is the better by 3.60 per cent.

6. "We think it a mistake for any merchant to push the sale of a 5c line, as it invariably costs as much in time and work to sell the 5c line as to sell a 10c, 15c or 25c line; and, besides, it gets the customer into the habit of buying in small quantities.

"We do not believe in selling a customer 25c worth of sugar when there is a possibility of selling $1.00 worth."

* * *

Fred Lint, Attercliffe Station, Ont.—"I would prefer selling the 10c article, as my profit on the 10c article would be 25 per cent. compared with 22 per cent. on the 5c article and my selling cost less. I can supply a customer a 10c article as quickly as a 5c one. I do not believe in price-cutting in either case—i.e., in selling a 5c article six for 25c or a 10c article at three for 25c, as in either case I consider the profit too small. Customers can be taught to buy the larger package, as they are getting better value. The grocer or dealer can give better service to his customer, as well as making a better profit for himself on the 10c article. As for me, I would rather sell the 10c article from the standpoint of profit, satisfaction and service to customer, and effect of turnover and repeat orders."

* * *

W. J. Patterson, Dummer, Sask.—"On the 5c line you would make a profit of 22 per cent., and on the 10c line you make a profit of 25 per cent. Therefore, I figure the 10c line to be the best seller."—Per E. M.

Pepper Prices Going Up

Ship Shortage, Freight Rates, British Embargo Chief Causes—Other Spices in Same Boat—Market Greatly Unsettled and Importers Cannot Gauge Future

THE spice situation is becoming very acute. Of late our market reports have indicated a strengthening situation and this forecast has been borne out by advances almost all along the line. Foremost among these are nutmegs, black and white pepper, sage, mace and ginger. The freight situation has been the chief cause for upsetting conditions and advancing prices. The market is exceedingly unsettled and the future is very problematical.

Spice brokers in New York who keep in exceedingly close touch with the situation report that the British embargo on exports from pepper producing colonial dependencies has caused an upheaval, consequences of which are as yet unknown, because of lack of detail as to the scope of the embargo and its time limit. The acute uncertainty as to future supply has thrown the whole market into more or less of a turmoil and prices have advanced in all parts of the world more or less abruptly. So far the trade in spices has escaped losses from cargoes being sunk on the high seas, but what the future may bring forth is impossible to guess and the word is being passed along that all dealers should anticipate their requirements in peppers early.

The rise in freight rates and lack of spot supply have further helped to firm the situation. It is believed that we will see no appreciably lower prices for a long time.

Export Taxes Threatened

In regard to other spices the lack of shipping and threatened imposition of export taxes from Oriental ports are having a big effect on markets on this continent. The advance in ocean freight rates alone during the past month or so has increased prices from a half to a cent a pound if not more. Importers are in doubt as to where sufficient ginger is coming from with Cochin in China and Africa practically closed to this continent. Doubt, too, is expressed as to where the same quantity of nutmegs are coming from, as were brought into America for the year ending June 30th, 1915. This amounted to more than 43,000 cases. Mustard seed is also short on account of the crops in Germany, Russia and Holland being practically unavailable. There is also doubt expressed as to where we are going to get 200,000 bags of black pepper—the quantity imported into the United States for the year ending June 30th, 1915, when the total crop of Malabar and Lampong does not equal this amount and even if it did, European countries would have to have their share.

Watch Quality of the Goods

Retailers, therefore, who are in the market for pepper should be very careful to see just what they are buying. There are lots of pepper shells being imported into Canada, and as these are used when ground for cheapening the article, retailers should understand exactly whether they are buying the high grade pepper or a mixture of pepper and pepper shells. The price at which it is offered will naturally indicate its composition. The fact that pepper shells are mixed with good pepper explains why the retailer can buy some peppers at lower prices than others. The retailer, of course, if he so desires can sell pepper containing pepper shells, but he must explain to his customers that it is not absolutely the best pepper. For if an inspector should happen to make a purchase and the pepper is found to be below standard, a fine is almost sure to await that retailer.

The entire market should, therefore, be watched with great care. Predictions are freely made that many spices will almost double in price in the near future on account of the tie-up in freights, the higher freight rates and the British export embargo above mentioned.

Selling Maple Syrup and Pancake Flour

The Methods of One Merchant Who By Associating the Two Secured Good Business — Stocks Had to be Replenished—Difference Between Waiting for Demand and Actually Selling the Goods—Description of Window Display.

Written for Canadian Grocer, by A. H. Harvey

JOHN BRIGHTON'S selling methods on marmalade, marmalade oranges, reception goods, etc., have been told in recent issues of Canadian Grocer. It was explained that in the Brighton store there were various campaigns on seasonable lines throughout the year 1915. One of these was conducted on maple syrup prior to the beginning of the new 1915 crop, and connected up with it was pancake flour for the manufacture of pancakes. In reciting the incident in regard to this campaign on maple syrup and pancake flour, Mr. Brighton urged that too many retailers, in so far as his experience went, were content to wait for demand and passively allow the goods to remain on the shelves in the face of the fact that new season's goods were about to be manufactured. This he claimed to be especially true with maple syrup. In February, therefore, he decided to sell off all the maple syrup remaining and be ready for the new stuff coming along during March.

"Before launching into this campaign," he said to the writer, "I got the clerks together and suggested that we go after sales of maple syrup and pancake flour. I pointed out whereas one of these lines might not be sold to a customer, the two of them could, because of the association of the two, and because the customer could always have a mental picture of a very appropriate and attractive meal—pancakes and maple syrup. So we set about to sell as much of these two lines as possible.

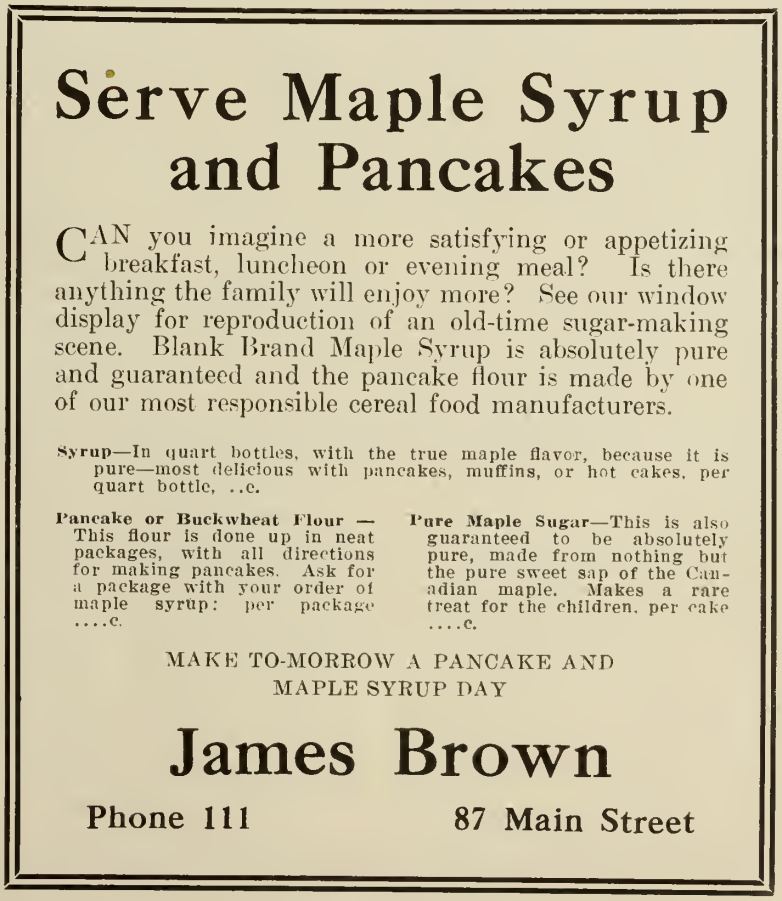
"Description of the Window

"In the first place, we decided that a window display was the most important acquisition to a successful sale in maple syrup. The head clerk decided to construct a little maple forest scene that would bring back to the passer-by memories of good times of the early days. So he secured some dead maple leaves, a branch of a maple tree, which was erected in one corner of the window, drove into it a spile, upon which was hung a sap bucket. In the centre was an old-time kettle suspended from a cross-bar, held in its place by two jacks. An imitation fire was built under this, and a red light placed in it, and a few other forest touches arranged, making the entire display realistic and quite attractive. The remainder of the window was plainly but neatly arranged with bottles and tins of maple syrup, with a show card reading 'Absolutely Pure.' Around this was a number of packages of pancake flour, with a platter of nicely browned pancakes, which had been made in the house. The display was simply irresistible so far as a great many customers and others were concerned, and it surprised me the quantity of both maple syrup and pancake flour we sold that week. Not only our usual customers, but others were attracted by this display, and came in for the goods."

That is one of the features of a special campaign of this kind. One is almost sure to get one or two new customers permanently from it. Many of course will come in for those goods alone, and while they may not begin at once to deal there regularly, yet sooner or later some of them are dissatisfied elsewhere, resulting in new business for the merchant who has attracted them for special goods.

"Inside the store," continued Mr. Brighton, "we showed similar bottles of maple syrup on the counter along with pancake flour in packages, and every clerk was instructed to call the attention of the customers to this display. At the same time, a newspaper advertisement was used connecting up with the window and worded so that it would create an appetite for pancakes and maple syrup. While I admit this was a more or less simple campaign, nevertheless we got the business. During the week we sold out every case of maple syrup we had, and it was necessary to order a couple more to tide us over until the arrival of new goods during the month of March. It was also necessary to send in an order to the wholesale house for more pancake flour. Not only did we get the business, but we advertised the store. It meant extra turnover and profits for us, and because we made sure of selling an absolutely pure maple syrup and a high-grade pancake flour, we got permanent results that are being felt to-day. I have often observed that when we introduce a line such as pancake flour to our customers, they come back regularly for more of that particular brand. We, of course, must get the credit for every sale to those customers, no

(Continued on page 35.)


Serve Maple Syrup and Pancakes
CAN you imagine a more satisfying or appetizing breakfast, luncheon or evening meal? Is there anything the family will enjoy more? See our window display for reproduction of an old-time sugar-making scene. Blank Brand Maple Syrup is absolutely pure and guaranteed and the pancake flour is made by one of our most responsible cereal food manufacturers.
Syrup—In quart bottles, with the true maple flavor, because it is pure—most delicious with pancakes, muffins, or hot cakes, per quart bottle, ..c.
Pancake or Buckwheat Flour — This flour is done up in neat packages, with all directions for making pancakes. Ask for a package with your order of maple syrup: per package ....c.
Pure Maple Sugar—This is also guaranteed to be absolutely pure, made from nothing but the pure sweet sap of the Canadian maple. Makes a rare treat for the children, per cake ....c.
MAKE TO-MORROW A PANCAKE AND MAPLE SYRUP DAY
James Brown
Phone 111
87 Main Street

Above is suggestion for a newspaper advertisement on maple syrup and pancake flour—try it.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, FEBRUARY 25, 1916 No. 8

TRADING STAMP CONVICTION UPHELD

SOME weeks ago CANADIAN GROCER announced that the voting contest as conducted by Business Boosters Limited, in Toronto, was found to be in contravention of the Trading Stamp Act. It was further stated at the time that the promoters of this contest were going to appeal the case and take it to a higher court. This has been done and the Appellate Court at Osgoode Hall has upheld the conviction of the previous Judge, declaring that the method used was not in accordance with the provisions of the Trading Stamp Act. Chief Justice Meredith sat on the case and maintained that the coupon given to the purchaser was a premium that came under the Act as it did not state on the face of it its exact value, nor was it redeemable at any time.

The *Globe* of Toronto, referring editorially to this case stated as follows:

> Our freak law against trading stamps has resulted in a conviction which has been sustained by the Second Divisional Court. There is no likelihood of any diminution in the number of offences that may be committed.

Evidently *The Globe* is not in touch with retail conditions or it would not call this a freak law. It is usually the case that when a daily newspaper assays to discuss retail problems, it displays a lack of knowledge which brands its discussion as ridiculous. Any retail dealer who remembers the old Trading Stamp question prior to 1905 will appreciate the present conditions as a Godsend to the trade. Retailers had to purchase Trading Stamps from the company manufacturing them, and gave them out to customers who purchased certain quantities of goods. It meant a great scramble for Trading Stamps on the part of many with the result that they were purchasing goods, the value of which was very doubtful taking into consideration the price. The consumer frequently got stung as well as the retailer who had to buy the trading stamps. They were a discount from the price of the goods, or they meant that the retailer had to charge more for his goods. Yet *The Globe* which affirms a warm spot in its heart for the poor people actually upholds a system that is certainly not in the interests of the general public.

Why should not business be done on a straight business principle? If a man has something to sell, let him sell it on its merits and get behind it with his selling power. If he has got to give something away in order to make a sale, there is something lacking somewhere. It is high time that every publication, whether daily or trade, recognize this fact.

POTATOES IN MANITOBA

MOST Winnipeg houses are asking $1.25 per bushel for Alberta and Manitoba potatoes and some ask as high as $1.50. The feeling is that the price must go up to $1.50 before the end of the month. The price being asked for British Columbia potatoes is exceedingly high, and some local dealers will not take them at quotations. It is understood here that the recent frost in British Columbia has injured much of the crop—probably 90 per cent.—and Manitoba dealers are anxiously waiting news regarding Alberta stocks, as they are practically dependent on that province now, considering that the amount grown in Manitoba last year was very small, there being hardly enough to supply country points, Winnipeg importing large supplies.

The reason for the big jump in the Winnipeg

market last week was that quotations there had been much lower than they should have been all winter compared with eastern markets, and the sudden scarcity brought about by frost in British Columbia made high prices necessary. The feeling in Winnipeg is that there is a good market for Alberta potatoes, and there is no doubt they will bring high prices.

MAPLE CONFECTIONS ANALYZED

"MAPLE Confections" is the subject of an interesting bulletin recently issued by the Inland Revenue Department. Fifty-eight samples of confections characterized as maple products by the use of the word "maple" were analysed. The result shows that 25 were sold as maple butter, 5 as maple cream and 5 as maple cheese. The Chief Analyst in submitting his report to the Inland Revenue Department makes the observation that it is probable in the majority of these cases the employment of the words "butter," "cream" and "cheese" has regard primarily to the consistency of the article and is not intended to convey the idea that butter, cream or cheese entered into the composition of the confection. There is, however, one exception to this in one particular manufactured article. The label borne by this article contains the following—"Wholesome and delicious food luxury made from pure maple sugar and rich cream. For table use in place of ordinary butter or jam. A superior substitute at less cost."

The Chief Analyst says that these statements appear to claim for the article a natural butter content. "We find," he adds, "only 12 per cent. of butter fat in the samples examined here. Under these circumstances it is clear that the claim is entirely unwarranted and is misleading. Undoubtedly a small amount of milk or cream has been used in the manufacture, but this amount is so insignificant that to claim a food value for it, or to insinuate that it may take the place of butter is simply to deceive the purchaser."

He goes on to say that two samples sold as maple buds and one sample sold as rose buds were either essentially chocolate containing some maple sugar as a flavor. Other samples are sold under various fancy names such as maple wafers, maple buds, maple taffy, maple pudding and others are compounds in the names of which the components are indicated as maple fruit fudge, chocolate maple walnuts, etc. None of these samples are offered as maple sugar or maple syrup and therefore do not come under regulations governing maple products which were in force at the time of the collection, that is, April 13th, 1915. That date was prior to the last amendment in regard to manufacturing and selling only pure maple products and for this reason none of the samples were judged as adulterated.

The chief object in view from this inspection was the ascertainment of the extent to which the word "maple" is actually used as a designation of maple products, other than sugar and syrup. Dr. McGill adds that "it is apparent that in most of the samples, the maple sugar is present merely for the purpose of giving a flavor to the article, just as lemon or vanilla might be present." It is, he thinks, open to question whether the amendment of April 15 last was intended to prohibit the employment of maple sugar as a flavoring material. Manufacturers have assured him that they have been extremely careful to purchase genuine maple sugar in order that they might thus secure a genuine maple flavor for their product. "If they are forbidden to use the word maple in naming these products," he declares, "it is difficult to see how they can find a market for them. In such cases a statement that the goods are flavored with maple sugar is a simple statement of fact and would not appear to violate the fundamental principle of the Act."

DIFFERENCES OF FARMERS AND MERCHANTS

THE report of the recent Saskatchewan Grain Growers' Association Convention is of special interest to the retail trade. It was asserted at this Convention that an Eastern manufacturer who had contracted to supply the Co-operative Wholesale Department of the Saskatchewan Grain Growers' Association with a large order was compelled to cancel the contract, owing to what is termed as a threat on the part of the Retail Merchants' Association of that province. It is declared that the threat meant that all orders with the manufacturer in question would be cancelled with members of their Association.

This brings us back to the oft-discussed problem of the organization of Farmers' Clubs to purchase direct. It is too bad that the retailers and the farmers who are both so well organized in Saskatchewan cannot come to some definite arrangement with regard to this matter. It really should be easy to explain to the Grain Growers and Western farmers that in order to build up a community they should purchase their goods at home. The farmers, no doubt, have certain criticisms to make of the retailers. They may well ask about many of them, as to why they do not give a better service in the matter of assortment, settlement of claims, and possibly in some cases from the standpoint of price. It is an undoubted fact that farmers can purchase direct from wholesalers and manufacturers who will sell to them at lower prices than they can from the retailer. This is natural and needs no explanation. However, it is only right and fair that the home town merchant should get the business, unless there is some very great reason why he should not have it.

Freight Situation Affects Molasses

New Crop Coming On But Future Looks as if Present Prices Will Be Well Maintained—High Sugar Also Tends to Keep Up Market—Both Made From Same Cane.

WHEN the new make of fancy Barbadoes molasses came along in the spring of 1914, the retail trade bought heavily at an average price of 24c a gallon. This held good for the most of that season, until the trade was unconsciously, although none the less firmly convinced that 24c was the one natural, legitimate and perpetual price for fancy Barbadoes molasses.

Things went along until February, 1915—the year of smash up of traditions and trade prices. The market opened at 37½c gallon, and the trade machine stopped dead for want of the oil of orders. The merchants simply did not feel like buying at this startingly high price.

Traders failed to realize a simple fact of Barbadoes trade economics: to wit, that the price of sugar is based partially on the price at which molasses will be sold because the same cane goes into the manufacture of each.

Similarity of Conditions

The condition that exists in Barbadoes, the co-relation of the trilogy of cane, sugar and molasses, is duplicated here in milk, butter and cheese. In Canada, the two latter are made from the former. So for his own protection the manufacturer has a Dr. Jekyll and Mr. Hyde factory that can be switched from one product to the other. One end of a factory may be equipped with a cheese making unit, the other with a butter making one. It becomes simply a matter of switching from one set of vats to the other, and of putting the same raw material through a slightly different process.

The Result in 1915

So when in 1915 the trade here, wholesale and retail, sat back waiting for the planters to "come to their senses," they unperturbed, turned to sugar making, attracted by a firmer market in that commodity. And the price of molasses, that was to have been starved down to its old level at 24c, soared up until it reached its late price of 58c a gallon.

And this year conditions are apparently as bad as last—in the general trend of affairs and much worse in the particular detail—price for instance and the natural gravitation of the cane crop to the high-priced sugar market—that is of a totally unexpected firmness to-day.

Raw Cuban sugar is now bringing 3¾s, the refined 6c a lb. New York. The crop is unusually large, but owing to an increasing shortage of ocean tonnage this crop cannot be moved to the consuming market which is daily increasing in strength under the natural workings of a short supply and an abnormal demand. In other words the planters are preparing to turn their cane into sugar.

On the basis of present prices for raw sugar, which are about one-quarter of a cent higher than the price that attracted the cane last year it is good business for the planter to sell his cane to the sugar factory in preference even to getting what is a fairly high price for his molasses.

Molasses vs. Sugar

The new crop molasses will cost one cent to put it in storage; another cent to bring it out and still another to cover the cost of the retailers' customary thirty days. By the time the various overhead costs are added the total will be perilously near 50c a gallon, always provided that other conditions remain as they are or perhaps get worse—other conditions being in this case a firm sugar market, and a most pronounced shortage in ocean tonnage.

In contradiction to these facts the existence of an unusually large crop of cane and molasses must be pointed out, to say nothing of the possibility, however improbable, of the security of sufficient tonnage to move either the sugar or the molasses crop, or both. It is stated by some authorities that the movement of the crop would at once bring prices down. Others maintain that the effect of this movement would be offset by the fact that the market to-day is bare of stocks and that it depends entirely upon manufactured products for current needs, while in 1915 under generally similar conditions that led to an advance, there was a stock of 15,000 puncheons of molasses in Quebec Province, and between five and six thousand in the Maritime Provinces to be carried over.

On the other hand the excess of this year's crop of molasses—between 25,000 and 30,000 puncheons—over last must be allowed for as likely to have a steadying effect.

However, last year in spite of the large carry-over, the price steadily advanced under the pressure of a diverted raw material This year the market is bare of stocks, sugar is higher and ships are scarce. So in any comparison of conditions due allowance must be made for the large carry-over of last year as tending to offset the excess of present stocks in Barbadoes this year, which will go into use as soon as received.

No Direct Boats to Montreal

Further firmness is added to the market by the fact that up to date no boats have been chartered for direct freighting to Montreal, while last year the crop was moved by this method. The alternative is the lake and rail shipment which includes unloading at St. John, N.B., thence by rail to Montreal which means an added cost. The freights via St. John are already from $1 to $2 higher than last year, an added cost of one to two cents a gallon. Further, if freights do not come into Canada in a normal method they will come in by abnormal ones — by shipments from the United States, which as no provision is made for it, must become a matter of Governmental action, probably and of higher prices certainly.

The Summing Up

Thus, the molasses that in 1915 went begging at 37½c is now eagerly bought up at 45c because a year and a half of war has imposed a hardly bought knowledge of market conditions on the buyer who to-day sees nothing but a rising market ahead unless the unexpected—a big break in sugar occurs, or more improbable, still the moving of cargoes approaches normal.

Some authorities maintain that if the stocks can be moved the price will go down, others equally interested point to the price of sugar and insist that regardless of the freight situation the high price of sugar will maintain molasses prices at a high level. The sugar mills can and probably will care for from one-third to one-half of the cane of the island for prices at which recent sales of molasses have been made are below to-day's parity on sugar.

But the whole argument veers back to the freight situation. Things are going from bad to worse, and at this writing there is very little if any shipping space to be had from the island to this country. It is emphatically stated by importers in view of these facts that this year's sales have been at too low a level and that to-day's price represents a bargain to the buyer. The consensus of opinion points to a maintence of prices at close to the present level. Molasses men are awaiting the confirmation of further events in the vast drama that is being played in the world's markets to-day.

Farmers Will Not Run Retail Stores

President of Saskatchewan Grain Growers' Association at Saskatoon Convention Says no Plans Made to Invade This Territory, But Will Go After Wholesale Business—Do Not Wish to Put Retailer Out of Business, But They Buy Direct Wherever Possible.

THE Saskatchewan Grain Growers' Association at their annual convention held in Saskatoon last week were informed by their president, J. A. Maharg, Moose Jaw, that no plans had been made for entering the retail field. They were considering the wholesale field, but to do that, it was necessary for them to have capital; and it was up to the farmers to supply it. When sufficient capital had been raised, they would select one or two distributing centres. Brandon and Winnipeg were both mentioned in this connection.

In reply to a delegate, J. B. Musselman, managing director of the Co-operative Wholesale Department of the association, said that if the locals wanted to start retail stores within the limits of their charters, the central oraginzation would have no objection; or the central would sell the retailers goods, as they certainly did not wish to drive the retailers out of business.

Replying to another delegate, Mr. Musselman said that the point which the delegates should bear in mind was that the movement was more than a money making concern, although he did not wish to infer that it should be based solely on sentiment, but it was intended to correct and remedy the conditions which, he claimed, the farmers had found by experience was prejudicial to their interests. The idea was not to cut a cent off binder twine or shade the price of this or that article but to correct evils by setting up an opposition which could do business along co-operative lines.

R. M. A. Upsets Plans

Mr. Musselman told the convention that he had made a trip east and while there had contracted with a manufacturer of a well known household necessity for a large stock, at a price which meant a saving to the farmers buying from the wholesale department of from 25 to 33 per cent. The contract was entered into and the goods were to be delivered without the usual trade mark of the manufacturer. The arrangements were fully completed and the wholesale department went as far as to advertise them as shortly available. In the meantime, said Mr. Musselman, the retailers found out about this order and the Retail Merchants' Association of Saskatchewan, whose head office was in Saskatoon, wired the manufacturer that all orders would be cancelled that had been placed by the retailers if the order of the Co-operative Wholesale Department was filled. The manufacturer had appealed to the speaker, saying that the retailers had it in their power to ruin him and he only wished that the business of the Co-operative Department was large enough and dependable enough to place him in the position of being able to tell the retailers to go elsewhere with their orders.

"The two worst enemies of the Co-operative Department are in Saskatoon," he said. One was the Retail Merchants' Association, and the other he refused to name, although insistently pressed to do so.

A delegate asked if it was the policy of the association to establish co-operative retail stores or to work with the retail merchants or to put them out of business.

Mr. Musselman replied it was not possible to work out the details at the convention and thought the delegates would by now realize why he had suggested sending out men to tell the locals all about the system. If the locals wanted to start retail stores within the limits of their charter, the central would have no objection and if the locals wanted to make a deal with the retailers the central would sell the retailers goods and the central certainly did not want to drive the retailers out of business.

Mr. Maharg said no plans for entering the retail business had been considered; as for the wholesale business, "we must obtain the necessary capital before we enter this. It is up to you to provide the capital." Mr. Maharg referred here to the fact that by becoming life members the capital could be found.

Opposition From Retailers

The following is an extract from a pamphlet prepared by the president of the association for the education of the farmers, which explains why money is needed to organize a wholesale department. In it he makes reference to opposition met by organized retailers:

"1. The Saskatchewan Grain Growers' Association has now had its Co-operative Wholesale Department in operation for a year and a half. During that time a very gratifying use has been made of its facilities by the locals, large quantities of various commodities have been handled and very valuable experience has been gained.

"2. From the beginning it has been recognized that any concerted effort on the part of the organized farmers to do their own business would meet with the bitterest of opposition, and this has been doubly true in the securing of our supplies. Quite a number of big wholesale houses which have made millions by their control of the channels of distribution, have signed a solemn compact not to sell "to Co-operative Institutions or Grain Growers' Associations." They speak of us in a circular marked "Strictly Confidential" as "Consumers who have banded themselves together with the object of purchasing their supplies outside the recognized channels of trade." To the retailer this circular says: "Can you not see the wisdom and necessity of immediately discontinuing trading with any wholesale house that is supplying Co-operative or Grain Growers' Associations? We are approaching wholesalers in all branches, also milling companies, etc." This was no idle threat. They are still pursuing this course in secret while openly professing friendliness.

"3. Every attempt has been made to boycott the association, without success in many lines it is true, but with a considerable measure of success in others. The large wholesale grocery house that sold us groceries at the start was forced by the organized retail dealers to turn us down. From that time on this branch of our business has been carried on under tremendous disadvantages. In spite of the fact that we have sold thousands of dollars worth of groceries each month, and have beaten all other prices, we have not been securing the values and the service that our locals are entitled to. But we have been learning the business, and building a name in the trade.

Will Buy Direct

"4. Our Trading Department is now prepared to widen its activities in this direction very greatly. It will go direct to manufacturers, and to Great Britain and other distant sources for supplies. Stocks of goods will have to be carried at several centres so that prompt delivery can be made, and only the very lowest freight charges incurred. Regular wholesale houses are to be opened and a very great saving will be effected, not alone on groceries, but on many other lines that will be carried in our own warehouses.

Letters to the Editor

WHOLESALERS SELLING FARMERS' CLUBS

Editor Canadian Grocer.—I notice in last week's issue of your paper a complaint by an "Ontario Reader," re some wholesalers selling to farmers' clubs. I further notice your comments on the question, and feel your point is well taken. However, after the retailer has done his part as you suggest, I do not know any way the retailer can give as good prices to farmers' clubs as a wholesaler, as it is impossible for a retailer to buy goods as cheaply as a wholesaler. So we must look for some other remedy.

I do not know of any law under the heavens that will prevent a wholesaler doing these tricks unless it is a law of common sense, and that is to make it unprofitable for him to do so. I would suggest as a remedy that "Ontario Reader" if not already a member of the Retail Merchants' Association, become one, then prove his case and send the proof to the headquarters of that association and have them report the guilty firms to every branch of the association. These things on the part of wholesalers will not stand the light of day. They are cowardly and when you catch a person or firm doing a cowardly act, if they are given publicity enough they generally quit. Individually we are only one, and do not draw much water of ourselves, but unitedly we have some weight. A wholesaler who will sell a farmers' club in one section will sell farmers' clubs in other sections and the sooner retailers make their fight, the better for the trade in general.

ONTARIO GROCER.

THE TEA TRADE IN CANADA

Editor Canadian Grocer.—At this time when we read so much of preparedness for the development of Canada after the war, it would be well for all lines of trade to look carefully about for means to take advantage of the situation and lift trade out of the old time ruts many have got into.

That the tea trade in Canada is in a rut, few in the business will deny; but its opportunity has now come to pull it out of this rut and put it on the high road to prosperous profitable business for intelligent men.

There never was a more opportune time than the present for every merchant handling tea in Canada to push the sale of this article and build for himself a pleasant profitable and clean business—clean in every sense of the word. Throughout the Dominion and, in fact, the whole world there is at present a temperance movement the like of which has never before been dreamed of, and this movement will increase in force as the war progresses until finally the use of liquor will be reduced to a very small item in the trade of Canada. Allied to the temperance movement is the disposition on the part of practically everyone and especially those belonging to the nations at war to economize. This will effect not only the alcoholic beverages, but many of the non-alcoholic drinks, and a substitute of some kind will be required by those who give up these expensive beverages. Let every merchant handling tea in the Dominion make that substitute tea. Good tea is very cheap. By this it is not meant low in price, as those in the trade understand prices, but cheap per cup. At a dollar a pound it is estimated that a pound of tea will make 200 cups, sufficiently strong. The cost per cup therefore, is only ½ cent.

Canada up to the present has always been looked upon as a low grade tea market, and much of the rubbish that has been sold as tea has done inestimable harm to the trade. It is unpalatable, horrible stuff to take, and while it may not be positively injurious it at best cannot be good. On the other hand, really good tea, green or black is a delight to the palate, healthful and invigorating.

It has been proved time and again that the public are willing to pay the price for good tea, but the trouble has been for them to get it. Tea of very ordinary quality is too often sold at high prices and recommended as being the finest.

Many merchants frequently say their trade calls for cheap tea (meaning low grade tea). This is one of the ruts the trade has got into, and it rests with the merchants of Canada to pull the trade out of this rut. The people of Canada want good tea, they have the money to pay for it, and if supplied with the proper article will become in a short space of time the greatest tea drinkers in the world, and a trade that is pleasant, honest and clean built up that anyone will be proud to be associated with.

Since the beginning of the war, tea has advanced in price but many merchants have not had the courage to advance the price sufficiently to the consumer to keep the quality up, and complaints on all sides from east and west have been heard that it is almost impossible to get good tea. This policy is doing a great deal of harm. Stop it, seize the present opportunity, enlarge your trade, and the trade of the whole Dominion by pushing and demonstrating what good tea is and sell it at a fair price.

J. D. HUTCHINS,
John Duncan & Co.

Montreal, Feb. 22, 1916.

JAPAN TEA COMING TO CANADA

What Government Is Doing to Assist in the Development of the Allies Strength

T. Furuya, of Tokyo, Japan, and representative of the Furuya and Nishimura Company, of tea importers with offices in Montreal, while on a business trip to Canada has given some interesting information on Japan tea exports and business advancement in Japan during recent years.

"The total exports of 1915," he states, "amounted to $50,000,000, which has exceeded any previous years. The export of tea for the last year was $12,000,000; raw silk $50,000,000. The rice export is not very great, owing to the large consumption by the people themselves."

Mr. Furuya said the tea trade with Canada was very good, the estimated value of tea imported to this country being $1,500,000, and in weight about 7,000,000 pounds. Japan shipped to the United States about 42,000,000, the value being about $8,500,000. Speaking of the tea trade with Russia, he maintained it was only in its infancy but through time it would equal any other country.

"The advancement of Japan within the last ten years has been enormous. European customs are being adopted in business, military and other circles. Most of the people wear the European dress. In fact in Tokyo you could scarcely believe you were in the Orient.

"The education at the present day is similar to that of European countries. We have our universities, grammar and technical schools, where children get a good sound education. The government has now a bill in force making the English and French languages compulsory which in after life will be a great help to themselves and their country." Mr. Furuya said he had his own children at school in New York, but found they were beginning to get a better knowledge of English than their own language, so he sent them back to Japan to learn their own first. Mr. Furuya himself graduated from Michigan University in 1892.

"Tokyo is a very large and progressive city," said the visitor. "It has at present about 2,000,000 in population. It is by no means an industrial city, but it is a Government seat with large banks and commercial houses. It is the great market centre for Japan and the present trade is simply flourishing. At the commencement of this great war, the trade, as in every other country, relaxed quite an amount. People looked to the future and began to economize, fearing perhaps the worst was to come. But the days of pessimism are past and everything is going on better than ever.

What Does "Opening Prices" Mean?

Mr. Justice Galt, of Winnipeg, Finds That it Does Not Necessarily Mean Lowest Price of Season—Important Decision in Canned Goods Case—Sanitary Canning Co. and Nicholson & Bain Figure in Legal Action—In 1913 Canned Tomatoes Dropped Below the "Opening" Prices.

A JUDGMENT was handed down in the court of King's Bench at Winnipeg last week by Mr. Justice Galt, which will be of interest to the whole grocery trade, particularly the wholesalers. The case related to the price of canned tomatoes, and the point on which the whole thing hinged was whether the term "Dominion Canners' opening prices" was synonymous with the term "lowest prices". Judge Galt decreed that they were not synonymous.

Its appears that the Sanitary Packing Co., plaintiffs in this action, made an agreement a few years ago with the defendants, Nicholson & Bain, of Winnipeg, to supply canned goods at prices 25% below "Dominion Canners opening prices. Group A." The Sanitary Packing Co. used Dominion Canners prices as a standard. In their action they sued the defendant for the price of a large quantity of goods supplied under an agreement of sale dated May 21st, 1913, amounting in all to $5,823.64. Nicholson & Bain admitted the agreement, but denied the interpretation placed upon it by the plaintiffs.

How The Contract Read

The agreement was as follows:—

"An agreement entered into this 21st day of May 1913, between the Sanitary Packing Company, manufacturers, of Toronto, mentioned as the parties of the first part, and Messrs. Nicholson & Bain, commission merchants and brokers, of Winnipeg, as parties of the second part. Witnesseth, that the parties of the first part have agreed to sell to the parties of the second part the following goods:—

(Here follows a statement of 55,350 cases of various canned goods, the only ones in dispute consisting of 29,900 cases Tomatoes 3's) to be delivered as packed. The prices to be 25% below Dominion Canners opening prices, Group A, and 1½% in twenty days and 2½% from the remainder, making in all, discounts of 25%, 1½% for twenty days, and 2½% for commission, assuming that the discounts this year shall be on the same ratio as the discounts for last season, otherwise should the discounts be less than last year, the adjustment will be made accordingly.

Payments.—The goods are to be paid for by draft at the end of thirty days from shipment, excepting those that carry the 1½% discount for cash. All goods must be paid for on or before the 1st of December 1913, and in case goods held over, they shall be held by us at the risk and expense of the parties of the second part.

The parties of the first part agree to deliver 75% of this order under the usual canners terms."

The Judgment

In his judgment, Mr. Judge Galt, explained that it was to the advantage of the trade generally to utilize the price lists issued from time to time by the Dominion Canners. As an example, a contract was shown in evidence between an independent canning company and Campbell Bros. & Wilson, but which, he pointed out, differed materially from the contract in question.

The Judge Continued as Follows:—

"The first price list issued by The Dominion Canners, Limited, in 1913, is dated October 1913, and is called "Price List No. 48". In it "Tomatoes 3's" are rated under Group "B" at $1.12½ per dozen and under Group "A" at $1.15 per dozen. Later on in October 1913, Price List No. 49 was issued, changing the price of Tomatoes 3's in Group "B" to 97½c per dozen, and in Group "A" to $1.00 per dozen.

"It appears that as a general rule, the prices mentioned in the first price list issued each year by the Dominion Canners, Limited, contained the lowest prices at which the goods were sold by that Company during the season. But the year 1913 proved to be exceptional and the supply of tomatoes was considerably in excess of what had been anticipated, and so the price was reduced in List No. 49.

"The question mainly at issue in the present case is as to whether the plaintiffs are entitled to charge $1.15 per dozen tins, as fixed by List No. 48, for the tomatoes sold to the defendants, or only $1.00 per dozen, as shown in List No. 49. The agreement provides that "The price to be 25% below Dominion Canners opening prices Group "A" and 1¼% in 20 days, etc." In other words, the question is, what is the meaning in this agreement of the expression Dominion Canners opening prices.

"The Plaintiffs contend that the words "opening prices" must be construed to mean the prices appearing in the first price list applicable to the goods in question in each year.

"The defendants, on the other hand, contend that the words "opening prices" as used by the Dominion Canners, Limited, in their contracts, and as understood by all persons using those terms, mean "the lowest prices" appearing in any price list issued by the Dominion Canners, Limited, during any season.

"Opening" or "First"?

"The defendants contend that the meaning to be attached to "Dominion Canners opening prices" must be the same meaning as would be attached to the same work when used in a contract made between the Dominion Canners, Limited, and a wholesaler; and that in all such contracts the expression "opening prices" means "lowest prices for the season". It goes without saying that a purchaser may make such bargain as he likes with any vender, and in doing so may utilize one or more provisions taken from forms used by other people. In endeavoring to ascertain from the terms of the contract usually made by the Dominion Canners, Limited, one must bear in mind that it was a special form of contract applicable only to wholesalers who agreed to purchase exclusively from the Dominion Canners, Limited. The principal clause relied upon by the defendants in support of their contention is clause 2, which provides "All private brands or labels shall be listed in Group "A". The opening prices of standard brands for Group "A" and "B" goods shall be the lowest of the season for these brands, except as provided for in clauses 11 and 19". The first observation that would naturally occur to one in considering the defendants' argument is, why should, the Dominion Canners, Limited, use the words "opening prices" if they really meant "lowest prices". The provision I have just quoted from the contract does not profess to define the meaning of the words "opening prices" as being the lowest of the season. The ordinary meaning of the term "opening" would be "first". It is a term so well understood in the stock markets and in ordinary every-day life that one would require very clear evidence to show that it might mean last instead of first.

It is not difficult to understand the meaning of this clause in view of the evidence which was given with regard to the usual course of events in this particular business.

How the List Changed

"It appears from the evidence that the Dominion Canners, Limited, with their wide experience and ample means of estimating the maturing crop, prepare the price list at as late a date in the season as might be necessary in order to enable them to estimate the crop, and it is to their interest to fix the prices in this first list as accurately as possible. If, for instance, they inserted a charge for tomatoes at $1.10 per dozen tins and the crop proved so large that independent dealers could readily sell at $1. per dozen tins, the Dominion Canners, Limited, would be subjected to great criticism and much complaint by those who had agreed early in the season to purchase at the prices set forth in their first price list. The evidence also showed, that, as a rule, the prices mentioned in the first price list were the lowest for the season. If unexpected demands for these goods came in the supply would run short and would justify an increase of prices from time to time. At the same time there was always the possibility that the prices mentioned in the first list might, for some unexpected reason, require to be reduceed by The Dominion Canners, Limited. In such an event a wholesaler would be at a disadvantage if he had to pay the higher price fixed by the first list.

"As I understand the evidence, this clause No. 2 is intended to meet such an unexpected occurrence. It does not say that the opening prices shall mean the lowest of the season, but it is a stipulation on the part of the Company that the opening prices shall be the lowest of the season, as they were usually found to be by experience. In other words, a wholesaler who had bound himself exclusively to the Dominion Canners, Limited, had to pay the first or opening prices, was entitled to claim as against the Dominion Canners, Limited, that the Company had reduced their prices to a lower figure and were now selling in competition with the wholesaler to their detriment. The Dominion Canners, Limited, would thus be liable to the wholesaler for the difference between the first, or opening prices, and the later reduced prices; not because the opening prices were the lowest, but because the Company had agreed that they should be the lowest. It is therefore easy to understand why persons dealing with The Dominion Canners, Limited, under the exclusive contract aforesaid, would act upon the assumption that the words "opening prices" and "lowest prices" were synonymous.

"The defendants, however, claim that the words, "Dominion opening prices" have acquired by usage a trade meaning in Manitoba which entitles a wholesaler who employs these words in contracts made with independent canners to the same benefit as a wholesaler dealing with the Dominion Canners, Limited, under their form of contract."

Evidence of Wholesalers

Evidence was given in support of this usuage by H. B. Gordon, vice-president of the Codville Co., who said "the form of contract is familiar to the trade, opening prices means the lowest prices for the season." Evidence to the same effect was given by Fred Archibald, sales manager for Nicholson & Bain; Stanley C. Richards, who said "we fix our prices on Dominion Canners opening prices unless we make a flat price"; Wm. P. Riley, sales manager of A. Macdonald, Ltd., who said "when we buy from independents, we sometimes buy on Dominion Canners opening prices. It is well known to the trade, and used every day. Part of our goods were shipped before No. 49 came out. When list 49 came out, they were reduced to $1. Evidence to the same effect was given by Alfred O. Marrin, of the Jobin Marrin Co. and John F. Newsom.

On the other hand, Samuel Edwin Harris, manager of The T. Eaton Co. Limited, Grocery Department, a witness called by the plaintiff in rebuttal, states: "Have purchased goods Dominion Canners and from Sanitary Packing Co. I would think that the expression "opening prices" meant the first prices of the season. I purchased from Sanitary Packing Co. in 1913, and paid them on the basis on the first list."

Continuing, the judge said:— "The argument of the defendants is not assisted, but is rather negatived by the contract which they put in evidence between the British Canadian Canners, Limited, and Campbell Bros. & Wilson, Limited. It contains the following clause, "The remaining 50% of the above varieties of goods contained in the specifications to apply against this contract as well as the total or 100% of all other varieties of goods contained in the said specifications, are to be charged at the Group "A" opening prices of the Dominion Canners, Limited, for said varieties of goods, **less all rebates and allowances that may be granted against the said prices by The Dominion Canners, Limited, to the Western wholesale trade in general**, and in addition thereto the Company agrees to grant the wholesaler an extra allowance of 5c per dozen below the said Group "A" prices". Why should the words in black be inserted if the usage in question were in force? They go a long way towards securing the benefits provided for by The Dominion Canners, Limited contracts, but no such clause is to be found in the agreement in question.

Two Important Objections

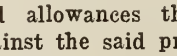
"Even if I considered that the defendants had succeeded in establishing the existence of the usage they claim for wholesalers in Manitoba, which I think would be very doubtful, in view of the above evidence, they would be met by two objections which seem to me to be insuperable. "Firstly, the usage must be shown to be not unreassonable. The wholesaler who purchases goods from the Dominion Canners, Limited, is debited with the Company's "opening prices", but, under the special provisions of his contract, he is entitled to claim an adjustment on the basis of the Company's "lowest prices of the season". The defendants' argument is based on a fallacy which confuses the plain meaning of "Dominion Canners opening prices" taken by themselves and included in the contract in question, with the meaning of the same words taken in conjunction with other provisions of the Dominion Canners special contract, not included in the contract in question. Having regard to the principles applied in Perry V. Barnett, 15 Q. B. D. 388, I think the alleged usage would be unreasonable.

"Secondly,—the usage must be shown to be binding on both of the parties to a contract and not merely on one of them. In the present instance the contract appears to have been made in Ontario, and there is no evidence to fix the plaintiffs with any knowledge of or assent to the usage in question.

The Decision

"I find, therefore, that the term "Dominion Canners opening prices" as used in the contract in question, means the first prices issued by the Dominion Canners, Limited, in October 1913, as No. 48, and that the price of tomatoes 3's as shown by the said list was $1.15 as claimed by the plaintiffs.

"Secondly, assuming, but not deciding that there is a usage amongst wholesale dealers in Manitoba, such as is claimed by the defendants, I find that such usage is not binding upon the plaintiffs."



The annual meeting of the Dominion Canners, will be held in Hamilton, Ont., on Wednesday, March 1, at 11 o'clock a.m.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

Chas. E. Jost, of B. & G. Jost, Guysboro, N.S., passed away recently.

The general store of W. J. Kent & Co., Bathurst, N.B., was gutted by fire early Feb. 18. The loss is estimated at between $175,000 and $200,000.

The four-storey brick building known as "La Biscuiterie de Quebec," Quebec, Quebec, was burned February 13th, 1916, causing damage to extent of $42,000.

John Patterson, a prominent Montreal business man, died February 10th at his residence. For a number of years he was engaged in the coffee and spice business from which he retired in 1886.

J A. Paulhus, of the D. Hatton Company, Montreal, gave an address before the Retail Grocery Clerks' Association, in their hall at 80 St. Denis street, Feb. 23. His subject was "The History of the Fishing Industry and the Economic Value of Fish as a Food." The appreciation of the audience was indicated by frequent and warm applause.

W. D. Faskin, of West St. John, N.B., died on February 19 as result of an attack of paralysis. He was seventy-three years old, and had been in business for thirty-five years He has served more than ten terms as alderman under the former system of civic government, was prominent in the Methodist church, a keen curler and an enthusiastic golfer.

Ontario

W. J. Milton has purchased the general store business of E. P. Boughner, Talbotville, Ont.

John Orr, a traveler for 31 years of Wilson, Lytle & Badgerow & Co., Toronto, passed away recently.

Thomas Shaw, treasurer of the London, Ont. Grocers' Association, skipped the Colts Rink that won the silverware at the St. Thomas Bonspiel.

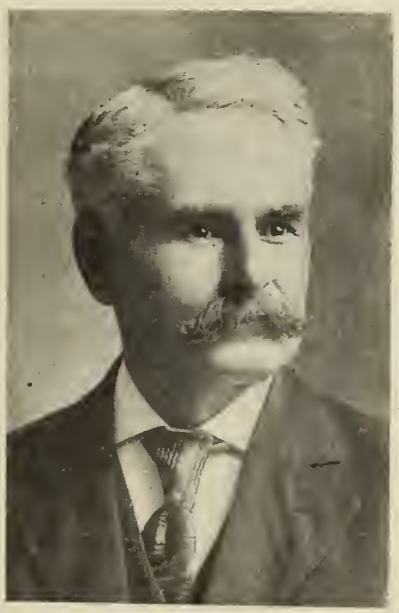
Harry Ranahan, grocer London, Ont., is installing handsome new shelving with several mirrors in between. He is also re-decorating the store inside.

E. M. Hobson, wholesale and retail dealer in groceries and provisions, of Cochrane, Ont., has been in Toronto the past week attending to the purchase of a cold storage plant for his business.

T. M. Humble has been elected secretary of the Retail Merchants' Association, Toronto branch, in succession to J. C. Van Camp, who on the advice of his physician has retired from active work for the time being.

Linton & Sample have bought the grocery business of A. H. Scarff, of Essex, Ont. Mr. Scarff is going to take a well earned rest, after twenty years in business. Mr. Sample formerly clerked for J. K. Miller, grocer, Essex, Ont. Mr. Linton was in a bank in Harrow, Ont.

Claude W. Warde, for the past three years agent of the Canadian and American Express Companies, St. Thomas, Ont., has become accountant and office manager of the St. Thomas Packing Co.,



R. J. McLEAN.

Mr. McLean presided at annual convention of the Canadian Produce Association as president for 1915-16. He is manager of the produce department of The Bowes Co., Toronto.

succeeding C. E. Rocke, who goes to Windsor to engage in a provision business.

James C. Horton died at the family residence, Shedden, Ont., last week, at the age of 62 years, 11 months. Thirty-eight years ago the deceased conducted a grocery store for a number of years at Shedden, went from there to St. Thomas and conducted a grocery business on the site of where the Just Wright Shoe Factory now is, after which he returned to the old Homestead at Shedden. He was also a member of the council of the Township of Southwold in 1912 and 1913 from which he retired on account of his health not being good.

Western Canada

All Western branch managers of E. L. Drewery, have been in Winnipeg for a convention.

R. Curle, Redvers, Sask., called on the Winnipeg trade while on a visit to his parents last week.

The branch managers of Nicholson & Bain arrived in Winnipeg last week, and were in conference for several days.

F. E. Raymond, secretary of Retail Merchants' Association, Saskatoon, Sask., has contracted a severe attack of la grippe, and is confined to his bed.

Reed A. Chapman, credit manager for the Codville Co., Brandon, Man., has been moved to the head office at Winnipeg. Before leaving, Mr. Chapman was tendered a banquet by his friends.

Most of the travelers of the Western Canada Flour Mills were in Winnipeg last week on account of the bonspiel, business being disorganized in the country owing to the large number of merchants being away.

Smith & McDougall, Granum, Alta., expect to open their new business on March 1st. The building is undergoing a renovation. The lines of business will be confectionery, grocery, ice cream parlor, restaurant and boarding house.

Among those who called on the trade during Bonspiel week were R. W. Ferrier, Kenora, Ont.; A. G. P. Smellie, Russell, Man.; H. J. Cummer, Keewatin, Ont.; A. Thornback, of Thornback and Scholes, Shoal Lake, Man.; James Hough, Birtle, Man.; D. N. Randall, North Portal, Sask., of the firm of Randall & Douglas.

During the visit to the bonspiel at Winnipeg, many merchants from Manitoba and Saskatchewan met under the auspices of the Retail Merchants' Association. At one of their meetings a resolution was passed that a trust company be formed to buy up stocks of bankrupt firms, which would be sold at auction to retail merchants in some of the large centres, such as Winnipeg. This will do away with the bankrupt sales now being held by creditors, which usually hamper dealers in the towns where the sale is being held. The resolution will be sent to the Winnipeg wholesalers. Other subjects discussed were in connection with the collection of small debts, best buying methods, co-operative buying for small town stores in order to compete with mail order houses, and the taxation of mail order houses.

Sugar Higher: Dried Fruits Firmer

Advance Forecast in Sugars Materialized—Ten Per Cent. Rise in Eastern Canada, Manitoba and Saskatchewan—Prunes and Currants in Sharp Demand—Denmark and Norway Buying Raisins—Seed Tapioca Higher and Equal to Pearl—More English Lines Advancing.

Office of Publication, Toronto, Feb. 28, 1916.

THE sugar market advanced during the week, which was not unexpected in view of fact that the trade had looked for such an increase towards the latter part of last week. CANADIAN GROCER pointed this out in these columns at the time. The New York market is exceedingly firm, the Cuban market and freight conditions in relation thereto being largely in control of the situation, although the crop is reported to be extensive, there seems to be strong demand and there is no doubt at all that refiners both in United States and Canada have been caught short on raws. The theory has been advanced before and it seems a not unreasonable one that had it not been for local competition there would have been an advance in prices of raws ere this. One or two refiners, however, had good stocks and were therefore able to stave off higher prices. There are no new features since the advance took place; the rise was preceded by fairly heavy buying with result that wholesalers are now holding substantial stocks.

Following the weakness and something like dullness which has been apparent in the flour market, chiefly on export accounts, prices on flour have decreased 20c this week. This is not unexpected inasmuch as freight situation is now so seriously inconvenienced in the flour and grain trade that export trade is being knocked on the head very severely. Domestic demand is about all the millers are catering to at present. This demand, though good, is not enough to hold up fairly stiff levels, and prices have sunk. On the other hand, if the ocean freight should clear and bottoms are found for transportation use to England and Europe generally, we should see recourse to former high levels. At that a drop of 20c is not very monumental and opinion of most millers is that it is only a temporary movement, and that higher prices rather than lower are what loom on the horizon.

Navel oranges as they come in greater supplies are cheaper. This week the market registered a distinct decline, although Florida's are increased in price. There has been a good demand for both oranges and apples ever since before Christmas. So far as the apple situation is concerned the stocks are apparently taking care of the increased demand sufficiently and prices, while remaining firm, show no further disposition towards advance.

Potatoes once more are going in for vagaries and are up on many markets this week. It is felt in trade circles that potatoes generally are strong and liable to further advance.

Markets in Brief

QUEBEC MARKETS.

GENERAL MARKETS—
- Sugar up 10 cents.
- Molasses tending upwards.
- Tea firm in price.
- English chocolate and cocoa higher.
- Currants and raisins firm.

FLOUR AND CEREALS—
- Flour down 20c barrel.

PRODUCE AND PROVISIONS—
- Eggs drop 5c dozen.
- Butter steady.

FRUIT AND VEGETABLES—
- Messina lemons drop.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Manitobas drop 20 cents.
- Feed flour stiff.
- Big demand for feeds.
- Cornmeal slightly easier.

FRUIT AND VEGETABLES—
- Several new vegetables arriving.
- Rhubarb, spinach and lettuce in.
- Decrease in navels.
- Celery in demand.
- Cranberries a drug.

FISH AND OYSTERS—
- Little change in prices.
- Demand speeds up for Lent.
- Whitefish selling well.
- Cape Cod oysters selling.
- Herrings in demand.

PRODUCE AND PROVISIONS—
- Dairy butter recovers.
- No change in cheese.
- New laids still cheaper.
- All poultry higher.
- Storage eggs easier.

GENERAL GROCERIES—
- Teas up in London.
- Sugar up 10 cents.
- Seed tapioca higher.
- Prunes in keen demand.
- Currants higher in primary.
- English products advancing.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Flour down 20c.
- Rolled oats market very weak; quotations as low at $2.15.
- Feeds quiet; no change.

FRUIT AND VEGETABLES—
- Potatoes still high.
- Lettuce and radishes arriving.
- Apple quotations unchanged.
- Valencia onions up to $7.50.

FISH AND POULTRY—
- Good demand for smoked fish.
- Little fresh fish arriving.
- Poultry scarce; demand good.
- Kippers still $2 box.

PRODUCE AND PROVISIONS—
- Decline in lard reported.
- Cheaper eggs expected.
- Butter market unchanged.

GENERAL GROCERIES—
- Advance in sugar announced.
- Cocoanut up 2c per lb.
- Higher prices on currants.
- Rio coffees higher.
- No decline in raisins expected.

Quebec Markets

Montreal, Feb. 24.—Announcement of the details of the new White budget appears to have had little effect upon grocery markets. The two principal lines upon which interest centred were tea and sugar, and far from showing any weakness, the former has continued in a good strong position, and the latter has recorded an advance of 10c. However, buying of either has not been heavy. In case of tea, there was general buying in fair quantities as a protective measure before the budget came down, while with sugar wholesalers bought freely before the rise, which had been generally predicted.

Reports in the trade are to effect that retailers have been purchasing freely in most lines, although orders have not been large. An exception, however, is noted in molasses, of which there have been fairly heavy purchases. This market is being followed with great deal of interest, and buying, which has been comparatively heavy, is being encouraged by recent strength, with promises to offset decline naturally expected from the high price levels which have prevailed during the entire season. Prices for new crop molasses for delivery in May

and June are 6c higher than opening quotations ,and this will probably hold market firm at present prices unless there is marked improvement in ocean transportation.

The advance in sugar and the decline in flour, referred to in another department, were the outstanding features of the week. As in the case of other advances reported recently, the rise in sugar is largely due to difficulties in transportation, and has probably been made with idea of bringing out supplies more freely.

English chocolate and cocoa have been advanced, the latter 10c a dozen on 1-lb. tins and correspondingly on other sizes. This advance has been expected for some time in view of increasing cost of importation, which has finally had its effect. Stearine candles, which also are imported from England, are up 1c. The market for all chemical products handled by the grocer, such as sulphur, sal soda, borax, alum, caustic soda, etc., is strong, and continually advancing prices may be expected.

SUGAR.—An advance of 10c on all lines of sugar has gone into effect since last report. Extra granulated in 100-lb. bags is now quoted $6.75. Cuban market and freight conditions in relation thereto are controlling the situation. Although the crop is reported to be a big one there also appears to be strong demand, and one theory of recent rise is that efforts are being made to bring forward supplies. Late reports indicate that market is not particularly strong on the advance. The higher prices were expected, and the rise was preceded by fairly heavy buying, with result that wholesalers are holding substantial stocks. Naturally, under the conditions described, buying is not active at present time.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 75
20 lb. bags	6 85
2 and 5-lb. cartons	7 00
Extra Ground Sugars—	
Barrels	7 10
50 lb. boxes	7 30
25 lb. boxes	7 50
Yellow Sugars—	
No. 1, 100 lb. bags	6 35
Dark yellow, 100 lb. bags	6 15
Bright yellow, bbls. only, cwt.	6 60
Powdered Sugars—	
Barrels	6 90
50 lb. boxes	7 10
25 lb. boxes	7 30
Paris Lumps—	
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Crystal Diamonds—	
Barrels	7 35
100 lb. boxes	7 45
50 lb. boxes	7 55
25 lb. boxes	7 75
Cartons	8 15
Half cartons	8 65
Crystal Dominoes, cartons	8 25

DRIED FRUITS.—Generally speaking, dried fruit market is strong, with evident tendencies to advance in some lines. Prunes, though quoted at same prices as last report, continue to hold strong position. Quotations on currants in packages have been advanced ½c, to 13c; this follows an advance in primary markets, and there seems to be no more offering at former figure. The market on raisins is strong owing to fact that large quantities are being shipped to Europe from California for army consumption. Advance of 1c in primary markets has been made, and it may be expected that this rise will shortly be reflected in local quotations. Indications are that market for both raisins and currants will be well maintained, and that before November materially higher prices will prevail.

EVAPORATED FRUITS.	per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 12½
Filiatras, packages, new	....	0 13
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 [illegible]
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, faucy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

MOLASSES AND SYRUPS.—Contrary to what might have been expected, quotations on new crop molasses remain unchanged. Strength of market has developed from fact that following first arrivals of new crop supplies, there has been material increase in price of future bookings. This, coming at a time when prices for new and old supplies were in course of adjustment, has checked decline from high levels which formerly prevailed. It is pointed out that prices of new stocks for shipment two months hence are 6c higher than opening quotations, and under these conditions it looks as if lower prices which were being looked for will not be realized. Explanation of new trend of market is that in addition to great difficulties as regards transportation facilities, sugar has advanced, and this has direct effect on price of raw material.

	Price for Fancy. Island	Choice. of Montreal.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 2½ lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Reports from New York indicate that conditions in spice markets there are still unsettled, and this condition is reflected to a more or less extent locally. Black pepper is showing tendency as regards immediate future. The price can only be regarded as nominal indication of market.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 32	—1 05	—0 35
Cream tartar—60c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—....	—0 75
Pepper, black	0 25—....	0 90—1 20	—0 26
Peppers, white	0 35—....	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	....	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

TEA.—Now that budget has been brought down without any war tax on teas, market—at least temporarily—has developed a quiet tone. Belief that a tax would be imposed was not generally a strong one of late, yet there were a great many dealers, perhaps the majority, protected themselves to extent of placing orders for reasonable quantities. Thus, on one hand, those who bought have fair supplies on hand; others who were of opinion that there would not be a tax will undoubtedly hesitate before placing orders to see what adjustments may take place under conditions now existing. Primary markets are reported as being in even stronger position than a week ago, and there is no indication of any material weakness locally.

COFFEE.—The difficulties in regard to ocean transportation, to which reference has been made in these reports from time to time, are still dominant feature of coffee situation. There has been no improvement, and it is difficult to say what future holds. It is rather surprising that only low-grade Rios have been affected so far in this market. These have advanced half a cent since last report, and this is second rise of same amount since first of year. Just why low-grade Rios have been affected and others have not is difficult to say, but one theory is that it has been result of increased European demand.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Jamaica	0 22
Santos	0 19
Rio	0 16½
Chicory	0 14

RICE AND TAPIOCA.—Strength is being maintained in rice situation. As has been stated frequently, market is practically controlled by transportation conditions, which are far from showing

any improvement. British Government has in some cases allowed vessels to go to shipping points for purpose of loading rice solely for the United Kingdom. Result has been that boats cannot be obtained for other destinations. On top of this, Indian farmers, for reasons which we cannot understand, are holding to their supplies. Demand is quiet, but normal, and if the Lenten season or warmer weather should bring an improved demand, higher prices would undoubtedly prevail under present conditions.

Following the advances in tapioca which took place last week, the market is remarkably firm.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	6 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	0 08	0 09
Velvet bead Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07½	0 08
Seed, lb.	0 08	0 08½

NUTS.—An advance of 1c on Filberts to 34c is about only feature. Otherwise prices continue steady, and business passing is about normal for season.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	....	0 34
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 07	0 11

DRIED VEGETABLES.—Demand for peas and beans is seasonably quiet, but up to normal, and market continues quiet at recent quotations. Unless there are unexpected developments, situation is not expected to show any material change for some time to come.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

Ontario Markets

Toronto, Feb. 24.—Further to report of last week as to the increased cost of English importations, English-made candies, chocolates and cocoas are all showing advances. In addition, less is coming forward, and spot stocks are, therefore, much in demand from those who carry them. Cocoas are firm all round.

The first sales of Canfornia Valencias were made the other day in New York—that is, present season stuff. There was a sharp demand. Crop is reported average.

An increasing demand is noticed for salt fish as Lenten season and Fish Day approaches. Smelts, prawns and shrimps, and the like all appear to be in good demand, and hotel trade is noticeably better than usual

Item of interest to retailers is the detailed fruit market report this week. Navel oranges are getting more plentiful, and, unlike Floridas, price is lower. Floridas took a sharp jump, however. There are several new vegetables arriving. Rhubarb, lettuce, turnips, spinach—all these should be noted. Strawberries, also from Florida, are getting cheaper and more plentiful every week.

Big news-interest happening this week was the advance in sugar. Readers will remember that in these columns last week we expressed surprise that this had not already taken place, in view of relation of refined to raws, latter being so hard to get and so expensive. New York further advanced; so did Canadian markets. Some sugar men, even now, however, think our levels are low.

SUGAR.—There was an advance of 10c this week, refiners advancing prices on strength of raws. There was excellent demand for refined from all quarters. Toronto followed New York's lead, of course, being three or four days later in so doing. New York finds raws and refined alike strong. Greece, Italy, Switzerland and Scandinavia are all in the market for supplies, and it is hinted by some sugar men that, despite proposed curtailment of imports in England, the latter will be compelled to buy. In Toronto, sugar is now on the basis of $6.81, and demand is fair to middling, supplies keeping the tone firm. A year ago sugar was just about same price as to-day.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 81
20 lb. bags	6 91
10 lb. bags	6 96
2 and 5-lb. cartons	7 10
Nova Scotia refined, 100-lb. bags	6 71
New Brunswick refined, 100-lb. bags	6 75
Extra Ground Sugars—	
Barrels	7 21
50 lb. boxes	7 41
25 lb. boxes	7 51
Powdered Sugars—	
Barrels	7 01
25 lb. boxes	7 41
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 66
Cartons (20 to case)	8 11
Cartons (50 to case)	9 01
Crystal Dominoes, carton	8 46
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 66
25 lb. boxes	7 66
Yellow Sugars—	
No. 1	6 41

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—There is a fair inquiry for molasses, even at the higher prices registered. With sugar situation adjusted it is thought there may be some easiness apparent in near future. Freight troubles are tending, on the other hand, to strengthen levels. Offerings of sugar syrups are somewhat limited, and there is a good inquiry demand from domestic and export trades.

TEA.—Ceylon market in London this week is up a farthing, and firm at that. No new factor appears. Heavy buying from Allied armies for trenches, Russia's greatly increased demand, and England's maintained consumption—all these are causes and the effect is a firm and high market. Meanwhile stocks are plentiful at Calcutta and Colombo, though quality in many cases is "nothing to write home about." There is no new feature to demand here.

DRIED FRUITS.—Prices on prunes at the Coast continue to be firm, and reports indicate probabilities of advances. Future and spot stocks alike are in keen demand. This condition is reflected in this market, where retailers are buying often and in good quantities. There is no advance to report at this writing, but a firm tone exists. Exports to Denmark and Norway and other continental countries of raisins from California have firmed them up at Coast. Here tone is fairly strong, though demand is not heavy, and dealers are reputed to be simply buying hand-to-mouth as needed. Currants are up once more in primary market. New York is quiet, however, taking view that dealers have been quietly stocking up for some months now. This would appear to be duplicated in Toronto, where actual orders are not many. Scarcity of supplies, however, more than balances this up, and a tightness exists at present. Peaches are finding considerable trading at present; firmness exists at Coast and in New York, and stocks are none too heavy. Evaporated apples and peels are only getting a seasonable demand.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lb.	0 12½	0 13½
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09¼
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08

Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—There is little excitement in this market, most lines experiencing small orders, and not too frequent at that. There is some interest evinced in new crop (1916) Brazils, due in New York soon, and, therefore, due here in near future. This is said to be whole month ahead of last year, when no stocks came in before end of March and beginning of April. Quality is said to be good. In New York new crop stuff is now being booked at 10c for large Manoas and half a cent more for large washed.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15
Walnuts, Bordeaux	0 11	0 7
Walnuts, Marbots	0 12½	0 13
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—No further increase in price has been registered since our last week's report, but beans remain very scarce and much in demand, so that all their strength in price remains. Same applies to peas, which—good quality stuff—can't be secured, apparently, no matter what buyers are willing to pay. Blue peas are firm; only a few—a mere drop in the bucket—are known of.

Beans, choice primes, busb	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 06¼	0 06½

SPICES.—Cloves are higher, freight difficulties being a potent factor in this behalf. Nutmegs also show a sharp advance. Greatest advances of all are noted in peppers, both black and white having a firm tone, and being much in demand. Stocks are certainly slight; now is the retailer's buying time.

Spices—	Compound, per lb.	Pure, per lb.
Alspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 03½
Caraway seeds	....—....	....—0 25
Sassia, whole	....—....	0 25—0 30
Cassia, ground	0 14—0 16	0 23—0 30
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	....—0 35
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	....—0 37
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (cbili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

COFFEE.—Proposed additional shipping facilities from Brazil has affected lines which come thence, and there is an easier, not to say a weaker, tone noticeable. There is only a moderated grade, however. Low grades coffees display some buying activity, orders being larger in bulk. No price changes have occurred.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—In addition to advance last week in pearl tapioca, seed is also up this week, making the two quotations now level. Seed is actually costing importers ninepence more per hundred than pearl, and is in keen demand. Stocks are none too heavy.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 08	0 08½
Seed, per lb.	0 08	0 08½
Sago, brown, per lb.	....	0 07

CANNED GOODS.—The trade is buying. Orders are materially rising; there are more inquiries, and more of them turning into business. Tomatoes seem a good buy at present; with light supplies and heavy demand, price is firm. Corn and peas have more than their usual quota of business too.

Manitoba Markets

Winnipeg, Feb. 24.—The talk of the trade is the advance in sugar by Eastern refiners. There was advance information, for it was pretty well understood that an advance would take place several days before change was made. The B. C. Sugar Refinery did not change their quotations in B. C., Sask., or Alberta, but advanced Manitoba prices 10c. The stiffer market had little effect on demand, which has been good right along. There is no further change in syrups, which are having a big sale.

Potato market continues to attract attention, but no further change has been made locally since the big jump of last week. For Manitobas, local loads, dealers are asking $1.25, and some as high as $1.50. It is predicted that the latter will be nearer the figure by the end of month. By carload, they are quoted at $1.15. As the crop in Manitoba was rather small last year, the trade must depend on Alberta potatoes to a great extent.

The following are some of the changes of the past week:—Cocoanut is up 2c per lb.; rolled oats are quoted as low as $2.15, but millers are not anxious for business at this figure; currants have advanced to 12¼c for Filiatras, and 14c for Vostizzas.

SUGAR.—All Eastern sugars were advanced 10c last week and 10c this week. This was expected for a long time, and did not affect buying seriously, as demand has been up to average almost right along. The B. C. Sugar Refining Company have advanced their prices here 30c in all, making a total advance of 40c per cwt. per bag. The market continues strong in the United States, price of refined advancing on Friday a further 15c, and the Winnipeg wholesale trade would not be surprised to see further adances here. The cause of this is attributed to transportation troubles, and to difficulty in handling it at New York, where there have been a number of strikes.

	Per cwt. in sacks.
Sugar, Eastern	
Standard granulated	7 55
Extra ground or icing, boxes	8 40
Extra ground or icing, bbls.	8 20
Powdered, boxes	8 20
Powdered, bbls.	7 70
Hard lump (1/9-lb. case)	8 50
Montreal, yellow, bags	7 25
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 50
Halves, 90 lbs., per cwt.	7 60
Bales, 20 lbs., per cwt.	7 60
Powdered, 50s	8 25
Powdered, 5s	8 55
Icing, barrels	8 20
Icing, 50s	8 45
Cut loaf, barrels	8 30
Cut loaf, 5's	8 55
Cut loaf, 25s	8 80
Sugar, British Columbia	
Extra standard, granulated	7 95
Bar sugar, bbls.	7 95
Bar sugar, boxes	8 15
Icing sugar, bbls.	8 10
Icing sugar, boxes	8 35
H. P. lumps, 100-lb. cases	8 60
H. P. lumps, 25-lb. boxes	8 85
Yellow, in bags	7 35

Quotations in B.C., Alta. and Sask., 20c lower.

SYRUPS.—Demand continues good, for corn syrups especially, and market is firm. There has been an advance in the molasses market. The cane syrup market is rather quiet.

Corn Syrup—		
2s, per case 2 doz.	2 60	2 73
5s, per case 1 doz.	3 00	3 08
10s, per case ½ doz.	2 90	2 96
20s, per case ¼ doz.	2 91	2 97
½ barrels, per 100 lbs.	....	4 40
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 15
5-lb. tins, 1 doz. to case, per case		3 50
10-lb. tins, ½ doz. to case, per case		3 30
20-lb. tins, 3 tins to case, per case		3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Stratbcona, Moose Jaw and Lethbridge. For Saskatoon tbey are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls.	0 57
New Orleans, ½ bbls.	0 36

DRIED FRUITS.—All lines of California stuff continue firm, although few advances have been made by jobbers here. One thing is certain, there have been no declines. Currants continue to go up on primary market, and there seems to be no limit to prices being paid. It is noticed, however, in the West that the high prices are affecting consumption, the demand for currants having fallen off considerably for both package and bulk. Currants are up again locally, and the following prices are being quoted:—Filiatras, wet clean, 12¼c; Vostizzas, wet clean, 14c; dried clean,

½c less in both cases; packages are offered at 11⅞c, an advance of ⅜c. There is a feeling in some quarters that decline might take place in seeded raisins, but California importers differ, big sales having been made for May shipment on chance of a possible advance. In view of the heavy exportations from California to Europe, a weakening in the seeded raisin market is unlikely.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 11¼
Evaporated apples, choice, 25's	....	0 11¾
Pears, choice, 25 s	....	0 12⅞
Apricots, choice, 25's	....	0 13⅝
Apricots, choice, 10's	....	0 14⅝
Peaches—		
Choice, 25-lb. boxes	....	0 07⅝
Choice, 10-lb. boxes	....	0 08⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11⅛	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	....	0 08
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09¾
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09⅛
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 09
4-cr. layers, 50-lb. boxes	....	0 09¾
Prunes—		
90 to 100, 25s	....	0 08¼
80 to 90, 25s	....	0 08⅝
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10½
40 to 50, 25s	....	0 11⅜
30 to 40, 25s	....	0 12½

DRIED VEGETABLES.—There is good demand for beans, and market remains high. Prices are expected to stay where they are for some time on account of low-grade stock sent in from Ontario this year. The demand is exceptionally good, considering high prices, and this is attributed more or less to the high price of potatoes, and fact that during present mild weather it is difficult to keep the latter from thawing. The custom in the country is to drop sacks of potatoes into the snow, dropping them into cold water, and bringing the water to a boil. When the potatoes are allowed to thaw in the ordinary way, they get black and streaky. Peas are moving slowly, and 6½c is being quoted in small quantities.

Beans—		
Choice, white, 3-lb. pickers, per bush.	4 50	4 50
Fancy, hand-picked, bushel	....	4 60
California Lima Beans—		
Bag lots, 80-lb. sacks	....	0 07½
Barley—		
Pot, per sack, 98 lbs.	....	3 15
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, sack, 98 lbs.	....	6 25
Whole peas, bushel	....	3 05

RICE.—Situation here is about the same as has existed during past two or three weeks, the market being firm. In primary market high prices are being asked for tapioca.

Rice and Tapioca—		
No. 1 Japan, per lb. 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04⅜
Siam, per lb., 100-lb. bags	....	0 04
Patna, per lb., 100-lb. bag	....	0 06⅛
Carolina, per lb., 100-lb. sacks	....	0 08⅝
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06⅛	0 06¼

SPICES.—There do not appear to have been many important changes this week, but the feeling is growing among jobbers that nearly all spices will be costing the retailer more money before long. Following the firmer feeling in primary market, local jobbers are advancing quotations on peppers, nutmegs and cocoanut.

Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	0 28	0 32
Cloves, ground	0 30	0 33
Ginger, Jamaica, ground	0 22	0 25
Nutmegs, whole	0 22	0 25
Pepper—		
Ground black	....	0 26½
Ground white	....	0 38

COFFEE.—There have been advances during past six weeks or so in Rios amounting to about 10 per cent., although local wholesalers have not altered their prices much so far, but they will be compelled to sooner or later. Difficulty here again seems to be transportation, there being little space offering from Rio to New York; most of the bottoms are required for Old Country shipments. Firmness has resulted in a better demand for coffee locally.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15
Green Santos	....	0 18½
Roasted Rio	....	0 17¼
Green Santos	....	0 18½
Maracaibo	....	0 21¾
Chicory., lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

TEA.—Owing to heavy purchases made by the trade in anticipation of a duty on tea, there was some disappointment felt when it was announced that no duty had been imposed by the Finance Minister. However, jobbers see no reason why dealers should be sorry as long as they have bought within reason, as primary market is exceedingly firm, and has advanced several cents during past six weeks or so. Wholesale prices in Winnipeg are not changed materially, but they likely will be when higher-priced goods arrive on this market.

CANNED GOODS.—The demand for canned vegetables of all kinds is exceptionally good just now, and it would not be surprising if prices were higher later on. Quotations in the meantime are reasonable.

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Feb. 24.—Markets past week have been steady, and wholesalers report sales ahead of January. Evaporated fruits and canned goods are moving freely, also canned salt fish. There is a decline of 10c per hundred in flour. Japan beans are getting scarcer and higher owing to difficulty of securing ocean space. There is no change in sugar in Edmonton this week, although up in the East. Molasses have advanced Japan beans are now 7½c lb. Bran is up to $20.00, and potatoes are high at 60c. Shorts are up $2 a ton to $22. Cheese is higher at 21c; bacon, bellies, 22c; butter, creamery, 38c; dairy, No. 2, 30c; eggs are 55c; No. 1, 50c, and No. 2, 30c. Currants are firmer at 13½c.

General—		
Beans, Japan, lb.	....	0 07½
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	....	0 60
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats, bail, $3.05; 80's	....	2 65
Flour, fancy patents, 98-lb. sack	....	3 40
Flour, seconds	....	2 90
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lb.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 20
Eggs, extra, per doz.	....	0 55
Eggs, No. 1	....	0 50
Eggs, No. 2	....	0 30
Lard, lb., pure	....	0 15½
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 25
Peas, standard, 2 dozen	....	2 20
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; Raspberries	....	4 00
Tomatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13½
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Feb. 24.—Ginger bread molasses is up 35c to 50c a case. Toilet paper has advanced about 5 per cent. Sago and tapioca are quoted at 7½c, with further advance likely. Local potatoes are dearer at 60c to 75c per bushel. No. 1 apples are $2 to $2.25. Cooking are $1.25 to $1.75. Onions are likely to be very dear. Molasses, extra fancy, are 75c gallon. Storage eggs are practically all out. Minnesota new-laids are $8.50 a case.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 40	3 50
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	3 05
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 07½
Sugar, pure cane, granulated, cwt.	....	7 35
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	....	0 21
Butter, creamery, lb.	....	0 37
Butter, No. 1, dairy, lb.	....	0 30
Eggs, Minnesota, new laids, case	....	8 50
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, talls, 48xls, cs.	....	10 00
Salmon pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 12	0 15
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 25	1 75
Bananas, lb.	....	0 04½
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	4 00	4 50
Onions, B.C., ton	....	45 00
Lemons, case	4 75	5 25

SASKATCHEWAN MARKETS

By Wire

Regina, Feb. 24.—Milder weather is prevailing here and this has had wholesome effect on market conditions generally. There has been an advance of ten cents in sugar brings price up to $7.84. The new duty on American apples becomes effective here immediately.

Produce and Provisions—		
Butter, creamery, per lb.		0 36
Butter, dairy, No. 1		0 28
Cheese, per lb.		0 21¼
Eggs, new laid		0 45
Eggs, fancy, storage		0 35
Eggs, good, storage		0 30
Lard, 3's, per case		10 00
Lard, 6's, per case		9 96
Lard, 16's, per case		9 90
Lard, 20's, per case		3 30
General—		
Beans, Ontario, white, per bush.		4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.		0 18
Cornmeal, bail		2 80
Flour, 98's		3 40
Rolled oats, 80's		2 45
Rice, per cwt.		4 35
Onions, B.C., 100 lbs.		3 00
Sugar, standard, gran., per cwt.		7 84
Sugar, yellow, per cwt.		7 44
Tapioca and sago, lb.		0 07¾
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples gals., case		1 80
Beans		2 25
Corn, standard, per 2 dozen		2 23
Peas, standard, per 2 dozen		2 40
Plums Lombard		2 10
Peaches		3 10
Raspberries, $4.33; Strawberries		4 73
Tomatoes, standard, per case		2 60
Salmon—		
Sockeye, 1's, 4 dozen case		9 55
Sockeye, ½'s		12 35
Cohoes, 1's		6 90
Humpbacks, 1's		4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery		0 06½
Cranberries, per bbl.		10 50
Grapefruit, case	4 00	4 50
Lemons		6 00
Navels	4 00	4 75
Potatoes, bushel, B.C.		0 90
Dried Fruits—		
Apricots, per lb.		0 12
Citron peel, lb.		0 24
Lemon peel, lb.		0 17
Orange peel, lb.		0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, Feb. 24.—The week was marked by numerous changes in market due to various circumstances. American clear pork is up to $27 to $28. Flour is slightly off, Manitoba now being $7.85 and Ontario $7.10. Sugar shows the anticipated general advance of ten cents in all grades and varieties except lump. White beans are scarce and poor in quality, price is $4.10 to $4.15. Rice has advanced to $5 and 5.25. Cream tartar is easier at 45 to 51 cents. Potatoes are firm at $3.75. Lemons are now $5 to $6, oranges $3.50 to $4. Florida oranges $3.50 to $4. Messina lemons are off $4.50 to $5.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	27 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 34	0 35
Eggs, case, per doz.	0 26	0 27
Lard, compound, per lb.	0 13	0 13¾
Lard, pure, per lb.	0 15¼	0 15½
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.		6 00
Cornmeal, ordinary		1 80
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		7 10
Flour, buckwheat, western, 98-lb. bag		3 50
Rolled oats, per bbl.		6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	5 00	6 00
Oranges, navels, case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.		3 75
Sugar—		
Standard granulated	6 80	6 85
United Empire	6 70	6 75
Bright yellow	6 60	6 65
No. 1 yellow	6 40	6 45
Paris lumps		7 75
Beans, white, per bush.	4 10	4 15
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 44	0 45
Cream of tartar, per lb., bulk	0 45	0 51
Currants	0 12	0 13
Rice, per cwt.	5 00	5 25

CANADIANS HEAD N. C. R. in CANADA

The National Cash Register Company, of Canada, Limited, is the style of a company which has recently secured a charter at Ottawa. The company's capital of $1,000,000 is all paid up.

The Canadian business of the National Cash Register Company has heretofore been operated as a branch of the National Cash Register Company, of Dayton, Ohio.

The Canadian business has been under the management of H. J. Daly, who will be managing director of the new corporation. The other officers of the new company will be made up of Canadians entirely, with W. J. Irvine as assistant manager, and W. L. Tobias as factory superintendent

The large plant on Christie street in Toronto, is said to be one of the most modern and efficient manufacturing institutions on this continent, and the company, in completing this plant have had in mind the growth of Canada for many years to come.

IMPORTED GOODS SITUATION

In previous issues Canadian Grocer has published interviews with importers on the problem of getting goods from abroad and the advancing prices.

Z. Hebert, manager, Hudon, Hebert & Co., Limited, wholesale grocers, Montreal, adds that at the present juncture it proves very hard for them to get all the goods they require from abroad.

"We must state right away," he further states, "that labor, most especially expert labor, has become very scarce in all the belligerent countries. This means that the production of all goods is more or less curtailed, whether it applies to raw material, manufactured articles, or to such goods as are used and consumed in their original state. Again, the governments of these countries, through their commandeering several commodities, make the situation still more trying.

"Of course the above refers principally to Great Britain and France, from where we import most of our goods. However, conditions in France are worse than in Great Britain, and this for obvious reasons. This state of things is bound, most naturally, to enhance prices a great deal. Further, there is the question of transport, which has become most serious. There are only a few ships available, which fact is of course bound to have rates soar up considerably. The consequence is that sailings are very few, and so distant that it cripples the coming over of goods a great deal."

HONOR ROLL

W. E. Orton, merchant of Tillesville, Sask., has sold out his business to enlist with the 128th Batt., for overseas service.

* * *

A. E. Shaver, of the Uneeda Grocery, Brockville, Ont., has disposed of his business and enlisted with the 156th Battalion for overseas service.

* * *

J. Stuart, manager of the Stuart Jam Manufacturing Company, Sarnia, Ont., has offered his services to the 149th Lambton Battalion, and will be sergeant-dispenser of the medical corps. Mr. Stuart, along with his brother, has been carrying on a jam business for some time, and after making all the necessary business arrangements, he enlisted. He is recognized as a successful chemist, and will be a great help to the battalion.

SELLING MAPLE SYRUP AND PANCAKE FLOUR

(Continued from page 21.)

matter when it is made in the future. I have customers to-day asking for particular brands of goods which we introduced to them during campaigns of 1915.

"My contention is that every dealer has it in his power to introduce such goods and to actually sell them to indifferent customers. If we did not sell these extra goods the turnover and profits would greatly suffer at the end of the year."

Order Taker Versus Salesman

There is a great deal in what John Brighton has said in regard to creating demand. The merchant who sits in his store, or stands behind the counter and fills the orders that are asked for is not a salesman. He may be courteous, painstaking, and he may be anxious to give a quick service and everything else, but unless he and his clerks actually introduce goods themselves, the measure of their success will not be great. Recall some of the large stores as well as some of the successful stores in which you have been, and you will find there merchants and clerks who are real salesmen. They present goods to customers which are not asked for, but which they know will bring satisfaction. They do not wait for demand always, because the difference between waiting for demand and creating new business is in the majority of cases difference between failure and success.

FRUIT AND VEGETABLES

Strawberries Down: Onions Higher

Turnips, Spinach and Rhubarb Arriving—Navels Lower, But Florida Oranges Higher—Onions and Potatoes Advancing

MONTREAL

FRUIT.—By reason of heavy arrivals on a comparatively bare market there has been a pronounced decline in lemon market from former high levels. Verdillis are now quoted at $3, and Messinas at $3, the drop in each case being $1. In sympathy with this situation California supplies show a decline of 50c being noted to $3.25 to $3.50—there are not many of these sold in this market. The indications are that the price will remain steady around $2.75 to $3 for some time. Another drop in navel oranges is noted, quotation now being $2.50 to $3.10. Decline here is due to heavy receipts following improved weather conditions in California, and shipments being more freely made; it is not expected that there will be any marked change in situation as now indicated for some time to come. While there is no general change in the quotations for apples, at the close of auction this week, market was strong and real fact is that good apples are scarce and in fair demand. The first car of California blood oranges sold at auction this week. The larger sizes—176, 200, 216 and 250—sold at $3.50, and smaller sizes around $2.25; quotations to the trade will be made next week. A feature of market is decline of nearly $1 per bunch in bananas. The condition is a temporary one, and is the result of unusually cold weather which generally has the effect of reducing consumption about 50 per cent.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	6 50
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	4 50
Baldwins	4 00	4 50
Bananas, bunches	1 50	2 00
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	3 25	3 50
Verdellis	....	3 00
Messina, 300 size, box	....	3 00
Oranges—		
Navels	2 50	3 10
Jamaica, 196-200-216	....	2 25
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	4 50
Strawberries, Florida, box	....	0 50

VEGETABLES.—Business generally is quiet with cold weather prevailing. A car of very fancy Florida tomatoes arrived and are selling at $4.50 for a six-basket crate; these are the best that have been received for some time and they are a marked improvement over recent arrivals. Situation in potatoes continues firm at prevailing prices. There seem to be very good supplies of New Brunswicks and some from below Quebec, but these have had no effect on the prices and it is not likely that there will be any change in the near future. Artichokes are very scarce and will be until spring weather arrives; the price will undoubtedly continue steady until then. Canadian Brussels sprouts are about finished and American supplies will be coming very soon at about 20c, which is 5 cents higher than the former. Rhubarb is scarce. Cauliflower which made an advance last week is not selling at the high price then reached; a decline is looked for to encourage demand. Spinach has advanced 50c a barrel, but quotations are not changed, because a decline is looked for before the end of the week.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches...	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	7 25	7 50
Celery, Florida	....	3 00
Celery, Montreal, doz.	0 50	0 75
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	2 00	2 50
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 50
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 50
Spanish, crate	....	6 00
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 10
Green Mt.	....	2 15
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	3 00
Turnips, bag	0 75	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatomes, Florida, 6 basket crate	....	4 50
Tomatoes, Cuban, crate	4 50	5 00
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Strawberries from Florida gradually go down in price as fresh and greater stocks arrive. They sell as low as 35 cents this week, good quality stuff at that. Buying is by no means general, but they find a good enough market. No body seems to be anxious for cranberries which continue a drug, no matter how low the price goes. It is down to $13.50 this week, but even at that nobody is burning to buy. Apples are not higher again this week, last week's advances having apparently completed the upward movement for the present. All levels remain quite firm, however, showing no disposition towards shading. Some Cuban grapefruit sells as low as $3.00, which is down a peg from last week.

Best quality stuff is quite firm at $4 however. A car of bitter oranges came in this week and sold at $3.25 a case: demand was eager. Floridas are a little stiffer, but navels are lower again on big supplies coming. California pears are worth $4.50 to $5 a case, finding little sale thereat. Fruit business altogether is rather quiet for the moment.

Apples, o. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Applies, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	4 00
Oranges—		
Florida, case	3 25	3 50
Navels	2 50	3 50
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 30	0 35
Tangerines, case	2 00	2 50

VEGETABLES.—Potatoes don't give the Street much rest. They are a trifle higher again this week, and Delawares sell firmly at $2.10. Ontarios and British Columbias still sell at last week's levels, though for how long is hard to say. Head lettuce now competes with Boston head lettuce selling at from 25 to 35 cents. Onions are up sharply at 2.25 to $2.50, while green onions are selling all the way from 10 cents to half a dol-

(Continued on page 38.)

PRODUCE AND PROVISIONS

Eggs Lower Again: Poultry Up

Dairy Butter Higher in Toronto; Creamery Down in Montreal—Storage Eggs Also Easier—Dairy Butter Recovered Its Recent Decline—Chickens in Good Demand at Advanced Prices.

MONTREAL

PROVISIONS. — Market for provisions is steady, and there is a fair demand. However, buyers are inclined to hold off to some extent on account of the Lenten season. So far as prices are concerned, all lines are firm and this particularly applies to smoked meats. The latter are much higher than is usually the case at this time of year; they are, in fact, enjoying summer prices. The only reason advanced for this state of the market is the exceptionally good consumption.

Hams—	
Small, per lb.	0 21
Medium, per lb.	0 20
Large, per lb.	0 19
Backs—	
Plain, bone in	0 24
Boneless	0 29
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 30
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
Barrelled Pork—	Per bbl.
Heavy short cut mess	27 00
Heavy short cut clear	27 50
Clear fat backs	30 00
Clear pork	28 00
Lard, Pure—	
Tierces, 350 lbs. net	0 14½
Tubs, 50 lbs. net	0 14¾
Tins, 50 lbs. net	0 14¾
Pails, wood, 20 lbs. gross	0 15
Pails, tin, 20 lbs. gross	0 14½
Cases, 10 lbs., tins, 60 in case	0 15¼
Cases, 3 and 5-lb. tins, 60 in case	0 16¼
Bricks, 1 lb., each	0 16¾
Lard, Compound—	
Tierces, 375 lbs. net	0 12¼
Tubs, 50 lbs. net	0 12¾
Tins, 50 lbs. net	0 12¾
Pails, wood, 20 lbs. net	0 13
Pails, tin, 20 lbs. net	0 13
Cases, 10-lb. tins, 60 in case	0 14
Cases, 3 and 5-lb. tins, 60 in case	0 13¾
Bricks, 1 lb., each	0 14¾
Hogs—	
Dressed, abattoir killed	13 00 13 25

BUTTER.—Creamery butter has declined one cent during the past week. September make now being quoted at 35 cents, and fresh made 33 cents. There is little reason for the decline as stocks in Montreal are not heavy. It is probably due to the fact that there has been much more winter butter made this year than usual. It is thought that the decline is only a temporary one and that prices may not only revert to the recent figures but even go higher.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Following decline of last week, there has been continued weakness in the egg situatio n and a further reduction in the quotations is noted. New laids have dropped 5 cents, now being quoted at 30 cents; selects are offered at 27 cents; No. 1's are 24 to 25 cents, and No. 2's 22 to 23 cents. During the week there have been heavy deliveries and new laids are being offered from the United States. At Chicago the quotations for these are 23 to 23½ cents. Storage eggs from the United States have been offered as low as 14 and 14½ cents, but have reacted to 16 and 16½ cents. The cold weather now prevailing is expected to stiffen the market to some extent because supplies are more difficult to secure, but it is unlikely that there will be any advance unless stormy weather is experienced.

Eggs, case lots—	
New Laid, stamped	0 30
Selects	0 27
No. 1's	0 24 0 25
No. 2's	0 22 0 23

CHEESE.—The local market remains steady and firm without any dominant features. In the export situation there is a little easier feeling on account of lack of orders over the cable during the past week.

Cheese—	
1915 make	0 20 0 21
Stilton	0 20

POULTRY.—While there is no general change in quotations the market is firm at recent figures. The demand for live stock in the Jewish trade is good, and prices realized are much higher than prevailing values in dressed poultry. Such a conditions of affairs is to be expected at this season of the year and is likely to continue for some weeks.

Poultry—	
Frozen stock—	
Turkeys	0 24 0 26
Fowl, large	0 17 0 18
Fowl, small	0 12 0 16
Ducks	0 20
Geese	0 17 0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21 0 26
Roasting chicken, ordinary	0 18 0 22
Spring broilers, dressed, pair	0 75 1 00
Squabs, Canadian, pair	0 40
Squabs, Philadelphia, pair	0 70
Pigeons, pair	0 25 0 30
Live stock—	
Fowl, 5 lbs. and over	0 20 0 23
Fowl, small	0 18 0 19
Turkeys	0 19 0 20
Ducks	0 22 0 25
Geese	0 16 0 18
Chicken	0 15 0 18

HONEY.—The situation in the honey market is without change worthy of note.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 90
Comb honey, No. 2, doz.	2 40

TORONTO

PROVISIONS.—There is nothing new in this market. All levels are well supported, and demand for pork products is heavy. Bacons are in big demand.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 19	0 20
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 24
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 12¾	0 13
Pails	0 13	0 13¼
Tins, 3 and 5 lbs., per lb.	0 14¼	0 14½
Bricks, 1 lb., per lb.	0 14½	0 14¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12¼
Tubs, 50 lbs., per lb.	0 12¼	0 12½
Pails, 20 lbs., per lb.	0 12½	0 12¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Dairy has recovered its decline of last week, and we quote 28 to 32, which is up at least a couple of cents. Stocks are light and deliveries still lighter. Creamery is coming in now fairly freely and there is no feature to it. Price is maintained. Export continues to a small extent.

Butter—	
Creamery prints, lb.	0 35 0 36
Dairy prints, choice, lb.	0 28 0 32
Dairy prints, lb.	0 24 0 26
Bakers	0 22 0 23

CHEESE.—Both large and twins remain very firm with no sign of weakness. There is no advance to record, however; market continues to gain its strength

from export for soldiers and to England generally.

Cheese—		
Large, per lb.	0 19	0 19¼
Twins, per lb.	0 19¼	0 19½

EGGS.—Further decline is registered in New laids, some selling as low now as 30 cents, with 32 as top price. Supplies grow larger every day, and demand only keeps pace. Corroborating our prediction of last week, the easiness in the storage situation has materialized into an actual drop, No. 1 storage eggs selling at 25 to 27. Demand is good, but stocks are heavy, and consumption apparently is not overwhelming.

Eggs—		
New laids, specials, in cartons	0 30	0 32
Extras	0 27	0 28
No. 1, storage	0 25	0 27
No. 2, storage	0 23	0 24

POULTRY.—All prices are on the upgrade, and in most cases a cent or two higher than last week for both live and dressed. Dressed, in most cases, continues to fetch higher prices. Old turkeys live are now worth 18 to 19, a considerable advance. Chicken and ducklings are both in good demand at advanced quotings.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 17	0 16—0 17
Old turkeys	0 18—0 19	0 20—0 22
Ducklings	0 15—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	—0 17	0 16—0 18

WINNIPEG

PRODUCE AND PROVISIONS.—Decline in lard is reported by local wholesalers, who are selling on basis of $3.05 per pail. Receipts of Southern eggs are reported more plentiful, and demand is fair. Prices should drop shortly. Jobbers are offering to pay 35c per dozen in the country for strictly new-laid eggs, and 30c per doz. for straight receipts. Market for butter shows no change, and demand is good.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	26 00
Lard, Pure—		
Tierces	....	0 14¼
Pails	....	2 92
Cases, 10s	....	9 00
Cases, 5s	....	9 08
Cases, 3s	....	9 15
Cartons	....	0 15½
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 29
Cheese—		
Ontario, large	....	0 20
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 36.)

lar. Rhubarb at 75 to 85c per dozen bunches sold for the first time this season, and demand was good. Peppers sell freely at old levels. Spinach and turnips also made their appearance this week. New potatoes are now selling more by the barrel than bushel hamper and are worth $10.

Cabbage, new, bbl.	1 25	1 30
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 85
Cauliflower, case	5 00	5 25
Celery, Cal., case	6 75	7 00
Celery, Florida, case	3 75	4 00
Cucumbers—		
Hothouse, doz.	2 25	2 75
Onions—		
No. 1, bag	2 25	2 50
Spanish, large case	5 00	5 25
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	1 25	1 40
Potatoes—		
N.B. Delawares, bag	2 00	2 10
British Columbia, bag	....	1 85
Ontario, bag	....	1 65
New, hamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	0 20	0 30

WINNIPEG

FRUIT AND VEGETABLES.—Feature of market without doubt is the high price of potatoes, as high as $1.50 per bushel being asked for Albertas and Manitobas, although average quotation is around $1.25. The big advance is attributed to the severe frost in B. C. Exportation from this point east is heavy, despite the scarcity. This is not customary for this time of year, when the East usually gets potatoes from New Brunswick. Winnipeg quotations have been too low all winter. The tax imposed by the Government on apples has not had any effect yet on quotations, supplies in Winnipeg being fairly large. New Florida tomatoes are coming in, quoted at $7 per case of six baskets. There is little lettuce and radish being imported, the former selling at 65c per box. An important change is in Valencia onions, which are now offered at $7.50 per case.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, quart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	1 65	1 90
B.C. box apples, No. 2s	....	1 50
Washington box apples	1 50	2 25
Navel oranges, case	3 25	4 25
California oranges, case	3 25	4 25
California lemons	....	5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	12 50
Vegetables—		
Cabbage, per lb.	....	0 02
Peppers, per basket	....	0 75
Mushrooms	....	0 50
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	1 25	1 25
Manitoba potatoes, sacked, carloads	....	1 15
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 23
Squash, per lb.	....	0 06
Turnips, bushel	....	0 60
Pumpkins, per lb.	....	0 05
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	7 50
Red Globe onions, lb.	....	0 03½
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Cuban tomatoes, case	....	7 50

Last year's imports of meats of all classes to Great Britain decreased 1,198,018 cwt. below the 1914 level which in turn was lower than the 1913 level. Most of the prime quality frozen beef and lately the New Zealand stocks have been retailed for army use. A further decline is looked for in 1916.

SELLING DIRECT IN ST. JOHN

St. John, N.B. Feb. 24 (Special)—The vigorous efforts of the grocery merchants to put a stop to retail selling by wholesalers have led to some interesting developments.

Despite occasional efforts to control it this practice had reached considerable proportions when both branches of the trade got together in a final effort to end its career. Both were willing; the retailers because they were losing their profit on a considerable share of the business and the wholesalers because they regarded the business as a nuisance which they were forced into at times to oblige friends. Once the doors of wholesalers were opened to any consumer it was difficult to close them to others and the business men gladly welcomed a change of policy which would do away with existing conditions, provided the reform was complete and the rule enforced absolutely.

The Retail Grocers' Association interviewed the wholesalers and readily secured the agreement of the majority The only obstacle in the way were a few houses which were on the border line between wholesale and retail business but finally were brought into line and restricted to one or the other branches of the business.

For a while it seemed that the rule was iron-clad and the agreement was being lived up to but recently the retailers began to have their suspicions. The association employed a detective to visit some of the wholesale stores to see if he could buy goods as a consumer and a display of assorted groceries in the office of the Association indicates that he had some success. The matter got into the newspapers and there were various stories as to the result of the investigation which led to denials that they had broken faith from some of the houses and indignant remonstrances against the employment of "spotters". As a result of the criticisms the president of the retail association resigned. But the work is being carried on by the secretary and it is expected that the breeze will soon blow over and both branches of the business settle down again on a better basis than ever.

SPRATT'S 1916 CALENDAR

An interesting calendar has just been received by Canadian Grocer from Spratt's Patent, Limited, manufacturers of dog biscuit, bird seed, etc. There is a different picture for each month of the year, each being in colors. One of these is the Flags of the Allies, others being reproductions of various birds, dogs, etc. The calendar also contains a price list of Spratt's products.

FISH AND OYSTERS

Shortage of Frozen Haddock Predicted

A Few Fresh Haddock Arriving—Winter Caught Whitefish in Demand—Fish Business Speeding Up as "Fish Day" Approaches—Lent Will Further Increase Demand

MONTREAL

FISH.—The fish trade is getting busy, for two reasons. First, the event of the national fish day being close at hand, and second, the Lenten season which is opening the beginning of next month. The recent cold weather has also been a factor in improving the general conditions. The demand is good and stocks in general are not large; consequently fairly good prices are expected to hold for some time. A shortage of frozen haddock is predicted to take place before long. A few fresh haddock are arriving and bringing top prices. Frozen lake fish is also very scarce on the fishing grounds, but fortunately there are fairly large stocks held by distributors here. Pickled fish is moving more freely and there should be a good distribution from now until Lent. Oysters, bulk and shell, are quiet, and the market is without any new features.

TORONTO

FISH AND OYSTERS.—Approach of Lent is having effect now upon sales, as is also the proximity of Feb. 29th—"Fish Day." Hotels and restaurants are buying more heavily and private trade is better, as enquiries and orders from retailers indicate. Lake trout pickled is in good demand this week, and sells at $7.75 100-lb. keg. Qualla and red spring salmon at 10, 11 and even 12 cents, find good business. Average price is 11, though first quality stuff fetches 12c. Smelts are limited in supply this week, and are eagerly snapped up on arrival. Better weather conditions—that is colder weather—have made frozen stuff securer, and little fresh fish is arriving. What does come sells well. Winter caught whitefish is still bought heavily. Oysters are still in big demand. Cape Cod produce being a big seller.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.10	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.05-.05½	.08
Market codfish, per lb.	.04½	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 60
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —20
Herrings, each	3	3
Flounders	8	8
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 33
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.06-.06½	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	6 50	7 75
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 96
Lochfyne herrings, box	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—The big supply of herrings, which was expected to bring price of kippers down, has not arrived, and quotations on latter remain at $2 per box. Sales of smoked fish are heavy, as they always are at this time of year. Little fresh stuff is coming in. Receipts of live poultry are small, much smaller than demand.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

LOTS OF REAL LIVE NEWS

MacLean Publishing Co.—Enclosed find $2 for The Canadian Grocer *for year 1916. I think every grocer should have this paper as it keeps one posted on the markets and lots of other real live news as well. And is well worth $2 to anyone. I remain,*

Yours truly,

Robert H. Clark,

Embro, Ontario.

FLOUR AND CEREALS

Flour Declines 20c. Barrel

Only Domestic Demand Heavy—Lack of Bottoms a Serious Inconvenience — Feed Flour Firmer Again

MONTREAL

FLOUR.—Manitoba and winter wheat flour declined 20 cents per barrel on account of easiness in Wheat. There have been fluctuations in wheat in both directions and it is difficult to strike a basis upon which to form conclusions. Even at to-day's high quotations flour is cheap in comparison with wheat, but there is a tendency to keep prices as low as possible in order to encourage buying and for this reason the weakness in wheat has been quickly reflected by flour. The decline will, however, be probably of a temporary nature as the general conditions indicate continued high prices for cereal products for an indefinite period.

Winter wheat flour is also lower in sympathy with the decline in the wheat markets during the week and this has resulted in buyers holding off to some extent.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	6 40

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent., in bags	2 70	2 80

CEREALS.—From February 4th to the 19th oats declined a total of 3 cents. We continue to quote rolled oats $2.70 to $2.90, but in view of the market conditions referred to the bulk of the business passing tends to the lower figure.

Cornmeal—	Per 98-lb. sack.
Gold dust	2 50
Unbolted	2 25

Rolled Oats—	90's in jute.
Small lots	2 90
25 bags or more	2 65
Packages, case	4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—The trade in feeds is slow and the volume of business small. The market, however, is quite steady, and no changes are anticipated in the early future.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 58
Feed wheat, bag	2 00

TORONTO

FLOUR.—Following the lead of wheat market, flour declined 20 cents per barrell early in this week. Dullness is chiefly noticeable in export situation. Canadian Grocer has been showing for some weeks that lack of ocean freighters has been tying up export trade, which gets more impeded by that lack as the days go by. Millers are doing only small business overseas, not because their produce is not wanted but because they can't get it across. This then is reason for the apparent easiness in grain and flour, which is proved by the fact of the consistently good domestic demand. This keeps up well and millers are glad of it. They are convinced that prices are none too high, despite the preference only of good domestic demand, urging that, if and when ocean freight troubles are alleviated, export demand will be as potent as ever and prices instead of appearing too high will be distinctly low. Ontario flour is easier by 10 cents. Winter wheat slightly sprouted, is plentiful. Demand is good.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	7 20	7 00
Second patents	6 20	6 50
Strong bakers	6 50	6 30
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 90	4 70

CEREALS.—American corn is somewhat easier, and cornmeal is easier as a reflection. There is no change in price however. Peas are also slightly easier, though our quotations cover the market Rolled oats remain firm and in good demand. Stocks in the hands of buyers are said to be light.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 85
Oatmeal, granulated, 98 lbs.		2 85
Peas, Canadian, boiling, bush.		3 00
Peas, split, 98 lbs.		6 00
Rolled oats, 90-lb. bags		2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.		3 00
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

MILL FEEDS.—Good feed flour has strengthened chiefly owing to light supplies. There is no change in other feeds, though they are scarce.

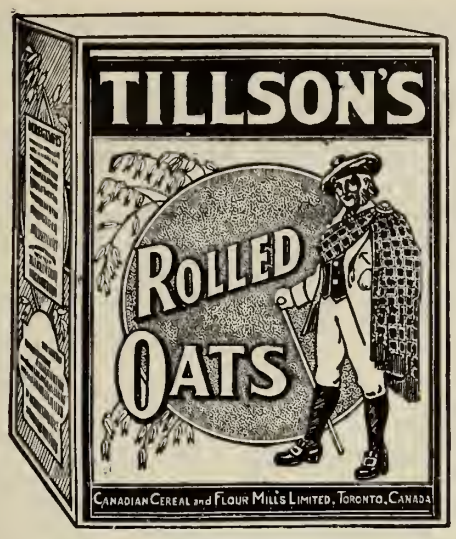
Mill Feeds—	Mixed cars per ton
Bran	25 00
Shorts	26 00
Special middlings	27 00
Feed flour, per bag	1 75
Oats—	
No. 3, Ontario, outside points	0 43 0 44

WINNIPEG

FLOUR AND CEREALS.—Price of first patents is down to $6.80. While wheat market eased off a little last week, it has been up and down since. The demand from retail trade for flour is quiet, and this is blamed more or less on the bonspiel, many dealers from Manitoba and Saskatchewan being in the city enjoying themselves. Most important feature concerns rolled oats, the tendency for which is downward. This is difficult to explain, as market for raw material is very high. Some millers are not anxious to take business at present prices, as they do not think prices being quoted are consistent with cost of raw material. The weak market is no doubt due to keen competition among millers. As low as $2.15 is being quoted for 80 lbs., but average quotations run around $2.45. Rolled oats in packages, family size, are offered at $3.90 per case. Feeds are quiet, with no changes in quotations.

Flour—		
Best patents		6 80
Bakers		6 30
Clears		5 60
XXXX.		4 50
Cereals—		
Rolled oats, 80 lbs.	2 15	2 45
Rolled oats, pkgs., family size		3 90
Wheat flakes, case		3 90
Oatmeal, standard and gran., 98 lbs.		3 25
Cornmeal, 98 lbs.		2 65
Feeds—		
Bran, ton		18 50
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		30 00

John W. Hyatt's Sons, Picton, Ont., write:—"Attached is our bank money order covering subscription to your excellent journal for the ensuing year."



A FOOD—NOT A FAD

More Business Through Attractive Displays

Particularly when it is a Display of this Prime Favorite

TILLSON'S ROLLED OATS

(A FOOD—NOT A FAD)

Our window displays are just the thing you need to boost the sales of this unequalled breakfast food.

It requires but little introduction to your customers. Our wide-spread advertising campaign has introduced it everywhere, and their satisfaction-giving reputation is your best guarantee of repeat orders.

Remember — Tillson's Products are entirely Canadian-made. "Do your bit" for Canada by supporting home industries.

Don't experiment with so-called "just as goods." Stock Tillson's — the trade-attracting, business-building and national products.

Our Motto—Quality, then Price

Canadian Cereal and Flour Mills Co.

LIMITED

Toronto ∴ Ontario

Transient Sales are Good—but Steady Repeat Business is Better

And in order to secure the latter it is necessary to give your customer unstinted satisfaction, by selling only lines of high-grade quality.

A winning popularity unequalled is the distinguishing characteristic of

The Lytle Line

Every Lytle product appeals to the public in a way that emphasizes their business-building possibilities, and first sales of these super-quality products is always the beginning of steady repeat business. Let the Lytle Line build up *your* trade. A trial order will be a big step in the right direction.

The T. A. Lytle Co.

LIMITED

Sterling Road, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

IT is unusual to find a high grade product that can be sold at a low price and yield a good profit.

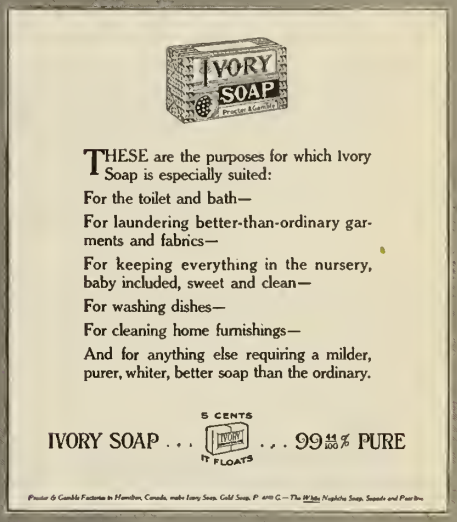
The combination of salability and profit offered by Ivory Soap may seem too good to be true but a record of thirty-six years' steady growth proves that it is a fact.

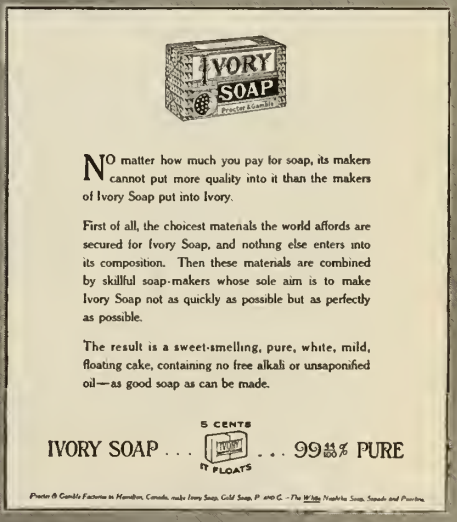
The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Ivory Soap advertising matter for your local use.

Other Procter & Gamble products made in the Procter & Gamble factories, Hamilton, Canada, include Gold Soap, P. & G.—The White Naphtha Soap, Pearline and Sopade.

IVORY
SOAP
GIVE Ivory Soap a hard test. Try it for something for which you hesitate to use other soaps—for bathing an irritated skin, for washing delicate lace or dainty, colored materials, for cleaning a priceless piece of furniture or for nursery use.
You will find that Ivory Soap does not injure—that it does nothing but cleanse—that it is safe for any purpose.
Ivory Soap will not harm anything that water itself cannot harm. Unlike most soaps, it does not contain free alkali, and the quality of its materials is the best, no less.
Ivory Soap is mild, white, pure, high grade soap in the strictest sense. The work it has done for thirty-six years proves it.
IVORY SOAP
5 CENTS
IT FLOATS
99 44/100% PURE


IVORY
SOAP
THESE are the purposes for which Ivory Soap is especially suited:
For the toilet and bath—
For laundering better-than-ordinary garments and fabrics—
For keeping everything in the nursery, baby included, sweet and clean—
For washing dishes—
For cleaning home furnishings—
And for anything else requiring a milder, purer, whiter, better soap than the ordinary.
IVORY SOAP . . .
5 CENTS
IT FLOATS
. . . 99 44/100% PURE


IVORY
SOAP
NO matter how much you pay for soap, its makers cannot put more quality into it than the makers of Ivory Soap put into Ivory.
First of all, the choicest materials the world affords are secured for Ivory Soap, and nothing else enters into its composition. Then these materials are combined by skilful soap-makers whose sole aim is to make Ivory Soap not as quickly as possible but as perfectly as possible.
The result is a sweet-smelling, pure, white, mild, floating cake, containing no free alkali or unsaponified oil—as good soap as can be made.
IVORY SOAP . . .
5 CENTS
IT FLOATS
. . . 99 44/100% PURE

Miniature reproductions of advertisements now appearing in Canadian newspapers

Shortening

We are now putting this up in ONE POUND packages. Very handy for your retail trade. Send for sample shipment.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

Florida Tomatoes

PETERS CELEBRATED PACK

Straight carloads from this good grower are now beginning, and will continue throughout the spring season.

We will be very heavy handlers. The **quality and pack** are the best coming out of Florida. Get started handling Tomatoes and continue this pack right through the season.

New Florida Cabbage—our first car in to-day, selling $3.00 crate.

Celery, Pineapples, Oranges, California and Sicily Lemons.

Mail orders receive first attention.

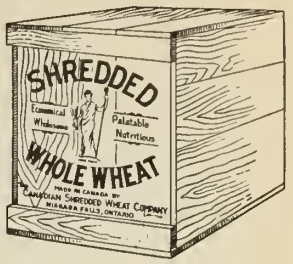
White & Co., Limited

Wholesale Fruits, Fish and Oysters

TORONTO

Branch at Hamilton.

In a Sanitary Package



The sanitary, dust-proof package has revolutionized food manufacture. The up-to-date grocer welcomes packaged foods because they are easy to handle, the turn-over is quick and the profit is certain.

Shredded Wheat

goes to the consumer in a sanitary package, and it goes to the grocer in a wooden case. It is the only breakfast cereal packed in odorless spruce wood cases, insuring cleanliness and purity. The case may be easily sold for 10 cents or 15 cents, thus adding to the grocer's profits.

"Made in Canada" by

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ont.

57-U

Who Are the High-Paid Men TO-DAY

The Salesmen, of course—for it's on them the responsibilities of sales depend—it's their duty to take care of the output after the demand has been created.

Consequently it's the salesmen that make the money. They are **the moulders of business** — creators of good-will—getters of business — producers. **They are high-paid men.**

We have made salesmen of hundreds of people with no previous experience in selling. Our plan is one that gives the best preparation possible to obtain in the "art of selling."

The demand for the MacLean Publications is widespread enough to assure success. We need men everywhere to take care of new subscriptions and renew old subscriptions. This year thousands of people will subscribe to our publications. As many more will renew. Why not be the man in your locality to reap the profits? Full particulars for a Post Card.

The MacLean Publishing Co.

143-153 University Ave.

Dept. D Toronto. Can.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY

is the Nation's Watchword.

PRODUCTION

is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

¶ It pays to advertise if your line is good, and it pays to buy advertised lines, because they are invariably satisfactory. The general public have long been educated to believe that advertised goods are best. Can't you see that you are laboring, not only under a handicap, but under a cloud, if your product is not advertised? Publicity dispels the cloud of suspicion and removes the handicap.

Cambridge Sausage, 1s, $2.40; 2s, $4.
Pigs' Feet, 1s, $2.35; 2s, $4.25.
Boneless Pigs' Feet, ½s, $1.50;
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65; 4s, $13.50.
Sliced Smoked Beef, glass, ¼s, $1.20; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½'s, $1.20.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼'s, 50c; ½'s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼'s, $1.45.
Ox Tongues, tins, ½s, $2.00; 1s, $4.00; 1½s, $6.50; 2s, $8.00.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1 75; 2s, $2.85; 3s, $4; 4s, $5.50; 5s, $7.
In Pails, 25 lbs., 10½ cts. lb.
In 50 lb. Tubs, 10½ cts.
In 85 lb. Tubs, 10 cts.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $3.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 2½ lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40; 1 gal. jars, $1.30; 5 gal. jars, $1.25 per gal.
Pork and Beans, Plain Talls, 1s, 70c; 2s, $1.10; 3s, $1.70; 6s, $6; 12s, $8.50; 3s flat, $1.45. Individuals, 55 cts. doz.
Pork & Beans, Tomato Sc Talls, 1s, 75c; 2s, $1.15; 3s, $1.75; 6s, $6; 12s, $8.50; 3s flat, $1.50; Individuals, 60c. doz.
Pork and Beans, Chill, 1s, 75c; 2s, tall, $1.15; 3s, flats, $1.50; Individuals, 60c doz.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.20.
Clark's Chateau Chicken Soup, $1.10.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1, Assorted, 95c.
Spaghettl with Tomato and Cheese, ½s, 95c; 1s, $1.30 doz.
Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at $10.00 per doz.
English Plum Puddings, 1s, $2.30 doz.; 2s, $3 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz. brl.	16 20

BOAR'S HEAD LARD COMPOUND
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Palls, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD
COLMAN'S OR KEEN'S

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lb.	0 95
	Per jar
Durham, 4-lb. jar	0 95
Durham, 1-lb. jar	0 31

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4 oz. Round Pkgs.
Allspice	$0 90	$0 90
Arrowroot, 4 oz. tins.	....	0 85
Cayenne	0 90	0 90
Cinnamon	0 90	0 90
Cinnamon, 1 oz. Fagots, 45c.	....	....
Cloves	0 90	0 90
Ginger	0 90	0 90
Nutmegs	0 90	....
Nutmegs, Whole, 5c. Pkgs., 45c	....	....
Paprika	0 90	....
Pepper, Black	0 90	0 90
Pepper, White	1 10	1 10
Pastry Spice	0 90	0 90
Pickling Spice (Window front)	....	0 75
Dozens to case	4	4
Shipping weight, per case	18 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35
Shipping weigbt 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches— Boxes	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs., silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch (120-lb. boxes ¼c higher.)	.06½
Casco Potato Flour, 20-lb. boxes, per lb.	.10

Adulteration!

A lot has been said of late concerning adulteration and the Grocer's "Responsibility." On the face of it, it seems grossly unfair that a dealer should be fined for selling something that he supposed to be "pure" and to find out from the Government that it had been adulterated. It would appear that in justice to him the manufacturer of that line should be the one to suffer. The Government, however, take the stand that it would be impossible for them to get at the manufacturers except through the dealers, and if unscrupulous manufacturers by turning out cheaper goods than their more conscientious competitors were willing to take the chance of being fined occasionally, the situation would never be remedied as long as dealers make price the main consideration of their buying.

The Government, therefore, say that the dealer must protect himself and have placed the onus on him that he should sell nothing as "pure" but absolutely pure goods. This may appear to be an injustice, but as the Government point out it is a very simple matter for the dealer to protect himself by demanding of the manufacturer a Government Warranty on all goods purchased, and even though he may be an innocent purchaser of adulterated goods, he is held blameless.

The following is an extract from Section 32 of the Adulteration Act, Chapter 133, of the revised statutes:

"Every person who by himself or by his Agent sells, offers or exposes for sale, any article of food or any drug which is adulterated within the meaning of this Act, shall incur a fine or imprisonment or both, and for subsequent offenses a fine of not less than $50.00 or imprisonment or both."

You will see by the above that the **CARELESS BUYER** as well as the deliberate offender suffers when the Government Inspector finds that he is selling adulterated goods.

The dealer's protection is outlined in Section 33, which says in part, as follows:

"If the person accused proves to the Court that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector WITH A WARRANTY to that effect according to the form in the third schedule of this Act, and also proves that he sold it in the same state as when he purchased it, and that he could not, with reasonable diligence, have obtained knowledge of its adulteration, **HE SHALL BE DISCHARGED FROM SUCH PROSECUTION.**"

THIS IS THE WARRANTY THAT IS PROVIDED FOR IN SCHEDULE 3

WARRANTY

We hereby warrant the contents of this package, as manufactured by us, to be pure and unadulterated in accordance with the warranty provided for in the third Schedule to the Adulteration Act, chap. 133 of the Revised Statutes.

WARNING.

Any person or persons found guilty of substituting the contents of this package with inferior or impure goods will be prosecuted according to law.

This form of protection accompanies every sale of White Swan Pure Food Products.

We never consider a sale complete until the customer is entirely satisfied. And our money-back guarantee permits you to return at any time any "WHITE SWAN" Goods that are not found exactly as represented or which prove unsatisfactory in any way.

We know our goods and want none but satisfied customers.

White Swan Spices & Cereals, Limited

TORONTO, ∴ ∴ CANADA

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON, - - CANADA

Mr. Clerk

YOU'RE A SALESMAN

YOU are just the man we want to get in touch with to represent us during your *"off hours"* and spare time.

Every day that you work,—you sell goods,—you are a salesman, it's a salesman we want, to look after our renewal and new subscriptions right in that home town of yours.

Would you like to turn some of that spare time of yours into cash—would an extra $10 a week interest you, if our plan interfered in no way with your regular duties? That's just the amount, *two hours* daily will average *for you* weekly.

Write us to-day. We will be glad to talk it over with you by letter.

The MacLean Publishing Co.

Dept. C 143-153 University Ave.

Toronto Canada

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
½ lb. 60 }

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 15
5 lb. tins, 1 doz. in case... 3 50
10 lb. tins, ½ doz. in case.. 3 30
20 lb. tins, ¼ doz. in case.. 3 25

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $3 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 10
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 89
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

An Absolute Necessity

for Spring Housecleaning

Now-a-days a woman would not think of doing her housecleaning without a bottle of O-Cedar Polish to help her. The Spring housecleaning season is drawing near. Are your shelves well stocked with

O-Cedar Polish

(MADE IN CANADA)

If not, you will lose many sales this Spring. Our National Advertising Campaign will make the sale of O-Cedar this year away bigger than ever before. Order now and get your share of it.

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

GOLDEN ORANGE

Brand

HIGH CLASS CALIFORNIA

NAVEL ORANGES

In a Class By Themselves.
NONE JUST AS GOOD.

3 CARS For This Week.

Prices Much Lower.

We control this brand for Ontario.

HUGH WALKER & SON

GUELPH, ONTARIO

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50. Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by harristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - - $2.00
Special Western Edition - - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited
BOOK DEPARTMENT
143-153 University Ave., - - Toronto, Ontario

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. A1 references. Box 126, Canadian Grocer.

WANTED — AT ONCE, BRIGHT, ACTIVE, honest boy to learn the general mercantile business. Apply to E. Richards & Son, Melbourne, Ontario.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

COMMISSION AGENT WHO HAS GOOD connections in Cape Breton, with wholesale and retail trade, would like to handle lines of Grocers' Specialties. M. L. Ingraham, Box 591, Sydney, N.S.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

GROCERY BUSINESS WITH LIVING apartments in good residential section of city. Turnover about $12,000. Could easily be increased. Satisfactory reason for selling. For terms and particulars apply 143 Geoffrey St., Toronto.

FOR SALE — MONEY MAKING GROCERY and meat business in Hamilton, where industrial conditions are extra good. Turnover 18 to 19 hundred monthly. Customers are cosmopolitan. Apply 369 John St. North, Hamilton.

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover $1,500. Price and terms right; send for prospectus. Wilton Bros., Kneeville Valley, Alberta.

GROCERY IN GOOD WESTERN CITY, stock $2,500.00, sales $4 000.00 monthly, with good opportunity for expansion. Fixtures and delivery equipment approximately $1,500.00. Will sell or lease property. $3,000.00 cash will handle stock and fixtures. Box 131, Canadian Grocer, Toronto.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Coupon Books

Save Time: Save Money: Save Labor: Eliminate Loss: Waste: Errors.

Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping. THEREFORE SAVE MONEY.

Write Your Jobber or

ALLISON COUPON COMPANY

532 East Market St.

Indianapolis, Indiana, U.S.A.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

"Canadian Air-Line" Honey

The BEE-MADE Honey

PURE ATTRACTIVE TASTY

The Root Canadian House

185 Wright Avenue, TORONTO

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are mouies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

PRACTICAL PATRIOTISM

By using our goods you help the other fellow keep his job

Buying Canadian made products the quality of which is unexcelled is the kind of practical Canadianism that is doing much to build up a bigger and more prosperous Dominion.

The products of our factory and the capital back of the organization are Canadian through and through.

The lines we manufacture are accredited leaders with a high grade quality and a pure wholesomeness that wins the approval of the housewife.

Observe our prices.

St. George Brand Coffee, 2 doz. in case	$4.80
Banner Condensed Milk, 4 doz. in case	5.50
St. George Evaporated Milk, 4 doz. in case	3.60
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed Milk, 4 doz. in case	4.00

Support home industry and order a stock of these quick sellers to-day.

Malcolm Condensing Co., Limited

ST. GEORGE ONTARIO

By Special royal permission.

Palate Tickling Popularity

The appetizing wholesome goodness of

King Oscar Sardines

is such as will recommend them to everyone of your customers, and turn initial sales into repeat orders.

The scrupulous care exercised in their selection and in every operation of preparation and packing involved eliminates any possibility of displeasing the most particular taste.

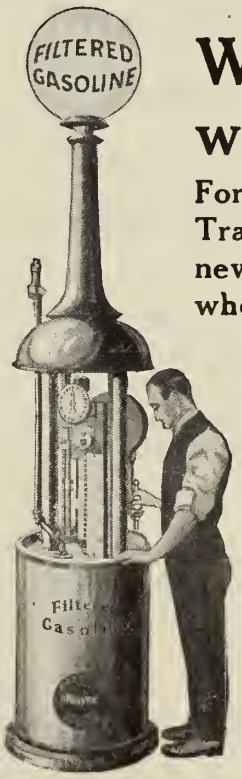
Sardines with the **King Oscar** trade-mark are never "shelf warmers." They are just the kind of stock you are looking for—quick-selling business-builders.

Ask your wholesaler for **"King Oscar"** and start making bigger profits in your fish department.

J. W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON ONTARIO



The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.

WOODSTOCK ONTARIO

Are you prepared for the Lenten Season?

There is always a big sale for sea foods of reliable quality during the Lenten Season, which will soon be here. Dozens of your customers will substitute fish for meat during the coming weeks, a fact that you can turn to big advantage by supplying them with

Brunswick Brand Sea Foods

the old-established and popular line, whose winning qualities are daily increasing their already large sales.

The ideal location of our plant and the scrupulous care exercised in the selection and preparation of the fish guarantees Brunswick Brand quality being always uniform.

Make sure of securing your portion of the Lenten trade by ordering a complete line of these delicious Sea Foods.

Ask your wholesaler.

Connors Bros., Limited
BLACK'S HARBOR, N.B.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 52
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries ... 1
Aylmer Condensed Milk Co.. 5

B

Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. ... Inside back cover
Bickle & Greening 53
Borden Milk Co. 3

C

Canadian Cereal & Flour Mills Co. 41
Canadian Shredded Wheat Co., Ltd. 45
Channell Chemical Co. 49
Chaput, Fils & Cie 4
Clark, Ltd., W. 7
Connors Bros. 54
Cowan Co. .... Inside front cover

D

Dominion Salt Co., Ltd. 8
Duncan & Co., John 10

E

Eckardt, H. P., & Co. ..... Front cover
Eureka Refrigerator Co. ... 15

F

Fairbanks, N. K., Co. 12
Fearman, F. W., Co. 44
Freeman Co., W. A. 48

H

Hardy, L. L. 9
Hargreaves (Canada), Ltd. .. 9
Hatton, D., & Co. 10
Hatfield & Scott 11
Heinz, J. J., Co. 9

J

Jenkins & Hardy 52

L

Lake of the Woods Milling Co. ..... Outside back cover
Lambe & Co., W. G. A. 56
Laporte, Martin, Limitee 55
Leacock & Co. 15
Lemon Bros. 45
Lightcap, O. F. 56
Lytle & Co., T. A. 42

M

MacKenzie & Morris 56
Maclure & Langley 56
MacNab, T. A., & Co. 56
Magor, Son & Co. 16
Malcolm's Condensing Co.... 53
Mathieu, J. L., & Co. 8
McCabe, J. J. 45
Mennen Chemical Co., G. 11
Millman, W. H., Sons 56
Minto Bros. 8

O

Oakey & Sons, John 52
Oval Wood Dish Co. 6

P

Patrick & Co., W. G. 56
Pennock, H. P., Co., Ltd. ... 56
Procter & Gamble 43

R

Red Rose Tea Co. 15
Rennie Seed Co. 9
Rock City Tobacco Co. ..... Inside back cover
Root Canadian House 52

S

Shidzuoka Ken Tea Guild ... 13
Smith & Proctor 12
Stanway & Co., Geo. 56
Star Egg Carrier & Tray Mfg. Co. 11-56
Stevens-Hepner Co. 46
St. Lawrence Sugar Refining 11

T

Thum Co., O. W. 52
Toronto Salt Works 52
Trent Mfg. Co. 16-52

W

Wagstaffes, Limited 14
Walker, Hugh, & Son 49
Watson & Truesdale 56
Wayne Oil Tank Co. 53
Webb, Harry 14
Welch Co., Limited 2
Wethey, J. H., & Co. 49
White & Co. 45
White Swan Co. 47
Wigle, Lewis 56
Woods & Co., Walter 44

No War Tax on Tea

Once more the grocery trade has escaped the burden of a war tax on tea. We may well rejoice about it. However, the present outlook of the market is not at all bright. Tea is already dear and the prospects are that it will become dearer.

Following are the different reasons that prompt us to make that statement:

The almost weekly advances in the primary markets of Ceylon and India Teas, while good China, Congous and Japans have also advanced in consequence of short crop and lack of steamers.

The great scarcity of ships and corresponding higher freight rates.

Abnormal Insurance and War Risks, charges due to the activities of German U-boats.

The heavy weekly requirements of the Imperial and Russian Governments are also a big item in the market that is already light.

And, finally, the greater consumption of tea as a result of the world-wide prohibition movement.

We therefore advise you to anticipate your immediate requirements. The following policy in buying is a very good one: Buy two chests of black tea if you need one, and three chests of Japan where one would be enough in ordinary conditions. Apply the same proportion to the other lines and you will be on the sure side.

Our stocks at present, although light, are complete. Prices for the following lines are sure to be interesting for you:

GET QUOTATIONS NOW—BEFORE PRICES GO UP ANOTHER NOTCH

Japans	Prices	from	20	cents	to	50	cents
Green Ceylon	"	"	21	"	"	33	"
Young Hyson	"	"	14	"	"	20	"
GUNPOWDERS	"	"	15	"	"	40	"
Black Ceylon	"	"	32	"	"	45	"
Ceylon and Indian Blends	"	"	33	"	"	37	"
Indians	"	"	26	"	"	30	"
China Black	"	"	15	"	"	50	"
Japan Siftings Young Hyson	"	"	10	"	"	12	"

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

MONTREAL

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura. Japan Teas.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

Are You Interested?

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

One Inch Space
$1.00 Per Issue
on Yearly Order.

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

No. 37

Chats with "Old Bob"

(Canada's 105-year-old Pioneer)

The Lonesome Trail

"Y'know, lad, when I was a young fellow and used to travel from one town or village to another as a journeyman shoemaker, I had nothing to guide me through the dense woods of Ontario but the blazed trail. Many a long, lonesome walk it was too, with no companion but a red Bandana handkerchief containing a few clothes and my kit and a plug of pretty strong chewing tobacco.

It was no such a tobacco as my

KING GEORGE NAVY

lad. I've chewed all kinds but its got 'em all beat."

Are you, Mr. Grocer, selling this widely advertised tobacco?

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

FIVE ROSES FLOUR

PASTRIES

PUDDINGS

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

Daily Capacity—27,400 bags of 98 lbs.

Featuring—Spring House-Cleaning Lines

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MARCH 3rd, 1916 No. 9

A window display of Spring Lines which meant not only more business for the retailer, but for the manufacturers whose goods were displayed.

Mr. Manufacturer!

WHOSE goods are most likely to be shown in the grocer's window? Those that are never advertised or—yours that are advertised constantly in the Canadian Grocer?

Is it not reasonable to expect that the grocer and his clerks will be most likely to select for window display the lines about which they have the most information? They will get this from your advertisement in Canadian Grocer. This is the one publication they read for news and information about the goods they sell and for ideas about window dressing and other methods of increasing sales.

By giving your customers—readers of the Canadian Grocer—information about your goods in the most logical and direct way, that is by informative announcements in their trade paper, your lines will receive increasing attention in their windows and more prominent display inside the store as well.

If interested in greater dealer co-operation, get in touch with us.

Windows Increase Sales

Attractive windows not only increase the sales of the products exhibited, but enable you to sell other lines to the people the window displays bring into the store.

Shirriff's Jelly Powder

makes an attractive window display, especially if you use the special fixtures and materials we supply.

Shirriff's Jelly Powder is a good line to select for a LEADER. It is sold at a price everyone can afford. There is a good margin of profit for the dealer. And its quality is excellent.

Imperial Extract Co., Toronto

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Follow the Line of Least Resistance

Sell

the largest selling package sugar in Canada

It took a great deal of money to tell the housewives in Canada about Lantic Sugar.

It took infinitely more time and perseverance to convince them of the quality of Lantic Sugar.

It has been, however, worth all the money, the time and the energy spent in accomplishing our object, for to-day Lantic Sugar is not an uncertainty but a great, big, real, live factor in your business.

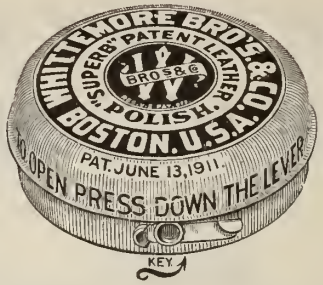
Give the selling of package sugar a little thought. Figure up for your own information, its possibilities, taking into consideration all the elements that enter into the putting up of a barrel of sugar yourself.

The best proof is to order a case or gunnie of Lantic Sugar through your wholesaler, put up in 2 and 5-lb. cartons, 10 and 20-lb. bags.

Atlantic Sugar Refineries, Limited

Montreal

"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS., U.S.A.



GILT EDGE
WHITTEMORE'S GILT EDGE DRESSING
FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER
AND RESTORES ITS COLOR AND LUSTRE

Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For ***Whittemore's Shoe Polishes***

Whittemore Bros. Corp., Boston, Mass., U.S.A.

30 Years of satisfaction giving

that's the proud record behind

DR. CASSELL'S TABLETS

the effective builder up of disordered nerves.

Grocers everywhere are featuring these widely known and popular nerve tablets. By so doing they reap the big benefits accruing from our $60,000 consumer advertising campaign, and the bigger benefits which increased customer confidence will produce.

Why not secure a share of these profits for your business? By featuring Dr. Cassell's Tablets you lay the foundation of steady future business.

Easy sales invariably follow a "Dr. Cassell's" Display.
How about a trial order?

Dr. Cassell's Medicine Co., Limited, Manchester, Eng.

Agents for Canada: Harold F. Ritchie Co., Limited, 10-14 McCaul St., Toronto

GAIL BORDEN
EAGLE BRAND

Every Customer will be a Better Customer

—yes, and every sale will be the forerunner of *more* and *larger* ones when you feature the

BORDEN LINES

Seventy years of *Borden Purity, Borden Reputation* and *Borden Advertising* have built up an ever-increasing demand for Borden Products. Dealers everywhere are reaping big returns from this popularity—they find the Borden Lines well worth featuring.

For bigger profits and customer-satisfaction you too will find it best to sell the Borden Brands. "Eagle," "Reindeer," "Challenge" for Condensed, also St. Charles and Jersey Evaporated. Reindeer Brand Coffee and Cocoa are likewise leaders in their respective class.

Ask your wholesaler.

Borden Milk Co., Limited

"Leaders of Quality."

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

A Quick Turn-Over

Here is a quick-selling molasses that will prove a winning brand for a quick turn.

Leacock's
Extra Fancy and Extra Choice
Molasses

Made in Barbados from pure cane sugar under most scrupulous and sanitary conditions in a modern up-to-the-minute plant. Leacock's molasses are fully gua anteed.

PUT THE NAME "LEACOCK'S" to your next molasses order for quick sales and profit.

Leacock & Company
EXPORTERS OF HIGHEST GRADE OF MOLASSES
BARBADOS, B.W.I.

A True Canadian Salt
Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO. LIMITED

182

This Will Introduce You To

the new trade figure for Windsor Table Salt. Every advertisement deals with this happy, sturdy "Salt." It will grow to be a familiar character on the newspaper page.

Vigorous Advertising For

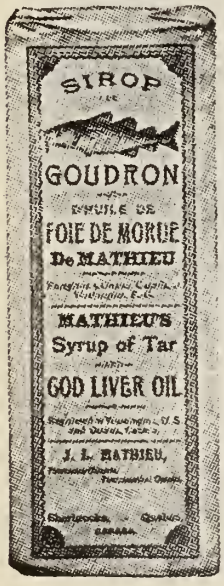
the two leading Salts means money for every dealer who backs up the advertising with his window and counter display.

"Windsor" and "Regal" Salt

In addition to the "sailor" advertisements, a new and better series of advertisements than ever before has been prepared for **Regal** Salt. Watch for these ads.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup
of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

CONCORD
NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.

CONCORD NORWEGIAN SARDINES CCC CONCORD CANNING Co.

Are you handling CONCORD? Order from your wholesaler TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

Talk Beans to Your Customer—

There's Money In It For You—

White Beans to-day cost the consumer almost 12c. per lb.—raw. Soak them over night—drain—par-boil—add pork—sugar—pepper—salt—molasses and place in a pot in the oven and bake for four hours and you have—Baked Beans.

Sell your customer a Can of Aylmer Canning Co. Beans and the process reduces itself to "Heating the Can for a few minutes and serving while Hot." "Every bean done to a turn."

You will make a sale—you will please a customer—you will boost Canadian Manufactured Goods.

Plain, or with Tomato or Chili Sauce

Write for prices, terms, etc.

Dominion Canners, Limited

Hamilton, Canada

Where Quality Is Appreciated

After the Day's Work When the Family Gather Round the Supper Table

the eye is always delighted to see E.D.S. Jam ready to be served as a finish to the meal, The anticipation of E.D.S. Jams keeps the appetite keyed up for the finish. No meal could have a more satisfying completion than the serving of wholesome preserves made by E.D.S. from the purest Winona fruits.

A prominent display of E.D.S. products is a reminder to purchasers.

Pleasant memories revive a desire for repetition.

Made in Canada

E D S

E.D.S. JAMS

Put Canadian-Made Goods in High Repute

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

CLARK'S

CONCENTRATED

SOUPS

The
Purest and Finest
retail
at 10 cents

and give you good margin.

Varieties:

Vegetable, Pea,
Mulligatawny,
Scotch Broth, Ox Tail,
Mock Turtle, Celery,
Consomme, Tomato,
Julienne, Green Pea,
Mutton Broth,
Vermicelli Tomato,
Chicken.

Every can guaranteed.

W. CLARK, Limited, Montreal

Clark's

Advance Information

For the Dealer—The sale of O-Cedar Polish this spring is going to be something immense. Every housewife will want it. Will she get it from you? Unless you have a big stock of

O-Cedar Polish
(MADE IN CANADA)

on your shelves you are going to miss many sales. Our National Advertising Campaign is telling every woman of the wonderful merits of O-Cedar. Let her see it in your store or window. Sell her one bottle and she will be a regular customer for it.

Order From Your Jobber.

Channell Chemical Co., Ltd.
369 Sorauren Ave.
TORONTO

Your Customers Need *Sani-Flush*

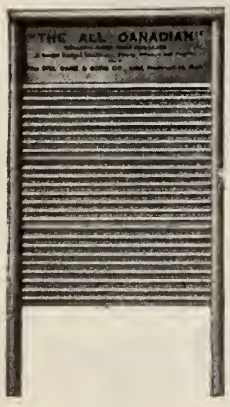
Cleans Water-Closet Bowls

The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with *Sani-Flush*.

Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling *Sani-Flush*.

Harold F. Ritchie & Co., Limited
10-12-14 McCaul St., Toronto

The New All-Canadian, All Wooden Washboard—*A serviceable, long-wearing washboard retailing at 20c.*



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All - Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

McVittie & Price, Limited
EDINBURGH and London
McVittie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

FIRE NOTICE

RENNIE'S SEEDS

We desire to advise our many customers that although we have suffered a very large loss in Sunday's (February 20th) fire, we have sufficient stocks stored at our warehouse at Long Branch and other warehouses in Toronto to enable us to fill orders complete and to take care of the coming season's trade. We commenced shipping on the 21st at noon, and orders will be handled in our usual prompt manner.

RENNIE'S SEEDS HEAD OFFICE: TORONTO, CAN.

All our Branches have been supplied with their season's requirements.

POTATOES

Car lots Alberta and British Columbia Potatoes.

BOUGHT AND SOLD.

INQUIRIES SOLICITED.

A. J. Macdonell & Company
CALGARY, ALBERTA

Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

GIPSY

Stove Gloss

the kind they come back for every time

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Lightcap & Grant, Winnipeg. For British Columbia & Yukon: Creeden & Avery, Rooms 5 & 6 Jones Block 407, Hastings Street, West, Vancouver

Which?

Compare the appearance of a container sealed with the

Anchor Cap

with that of another whose seal is of the old-fashioned variety. Which impresses you the more favorably?

The neat appearance of the Anchor Cap is not the only advantage, for back of it is a positive assurance to your customer that this seal covers goods of whose freshness there is no shadow of doubt whatever. The added customer confidence thus created will ultimately mean a marked increase in your sales of bottled goods.

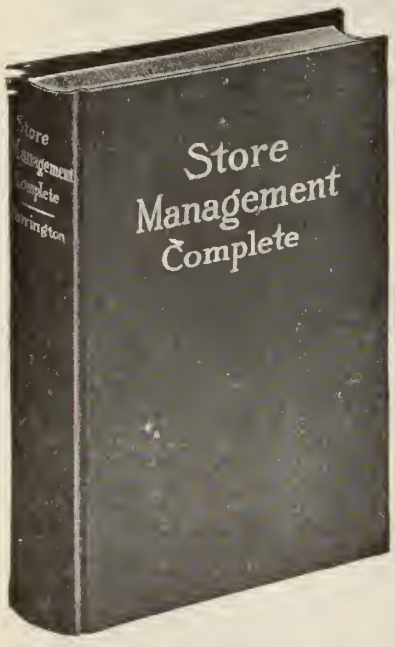
Anchor Caps, too, ensure you against loss through leaking or spoilation of contents.

Give the Anchor Cap a trial. Have your wholesaler supply it on your next order of bottled goods.

Anchor Cap and Closure Corporation of Canada

Sudbury St. W., Foot of Dovercourt Road, Toronto, Can.

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue **TORONTO**

The finest bit of syrup on the market

St. Lawrence

Crystal Diamond Syrup

TRY IT YOURSELF.

FURNIVALL'S

FINE
SEVILLE ORANGE
MARMALADE

Now Selling
FURNIVALL-NEW, LTD.

AGENTS

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

MR. CLERK ←
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day.**

The MacLean Publishing Co.
Dept. C.G. 143-153 University Ave.
Toronto Canada

When buying

MOLASSES

do not forget to specify
that it must be

DA COSTA'S
EXTRA FANCY

the leading brand of Barbados Molasses.

Price is no higher than for other brands.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

They like to come for Symingtons

the Coffee Essence that makes such delicious coffee without trouble, waste or delay; only boiling water need be added, and it's ready. Economical, too—40 cups of perfect coffee from one bottle.

SYMINGTON'S
Regd Trade Mark
COFFEE ESSENCE

is a proven seller everywhere. The liberal profit makes pushing it worth while. Order from your wholesaler to-day.

THOS. SYMINGTON & CO., Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

TRADE MARK KEYSTONE BRAND REGISTERED

BETTER CORN BROOMS

There have been rumors that corn brooms would be poorer in quality this year, owing to the scarcity of green corn. This is **not** true of

"NUGGET" BROOMS

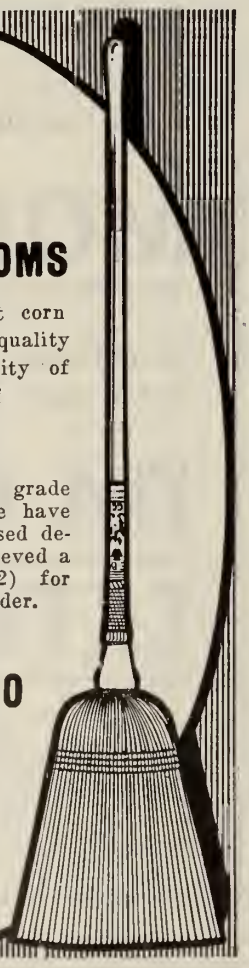
We secured our stock of high grade green corn in ample time. We have all we need to meet the increased demand for a broom that has achieved a reputation—(1) for quality. (2) for lightness. (3) as a business-builder.

Write for prices, etc., to

STEVENS-HEPNER CO
LIMITED

PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



How's Business?

Business in fish sales is exceptionally good these days, and the dealer displaying his stock of cured, frozen, or fresh fish in the

Arctic Three-Section Fish Display Case

will find it a big trade attracter and profit producer.

If you do not already sell fish you should begin now while the Lenten demand is at its height. Feature your stock in the Arctic Display Case—then sales will be easy and profits assured.

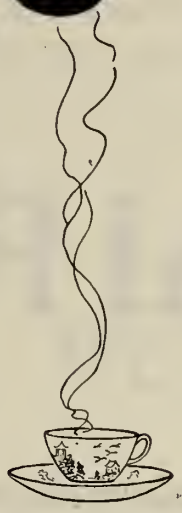
Ask for our complete catalog.

Jno. Hillock & Co.,
LIMITED

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

Are you reaping benefit from the Japan Tea advertising which is appearing in Canada's leading papers of national circulation?

Your patrons will welcome the delicious, wholesome flavor of this natural green leaf tea. ORDER FROM YOUR WHOLESALER.

The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

The Financial Post
of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

ANNUAL SUBSCRIPTION $3.00 A YEAR
WRITE FOR SAMPLE COPY

JOHN BAYNE MacLEAN, President

R. G. DINGMAN M. A., Managing Editor

JOHN APPLETON, Editor

THE FINANCIAL POST
OF CANADA

Published by The MacLean Publishing Co., 143-153 University Ave., Toronto, Can.

A PROPHECY THAT FAILED

Do you remember when Red Rose Tea was introduced in Ontario about 15 years ago? You probably thought the same as did our competitors, that it would not sell; *they said it would go off the market in a year or so like many other package teas.*

Well there was a very important thing overlooked when these predictions were made,—*the quality of the tea.* You know from your own sales that all that is needed is to get your customers to try Red Rose; to break away from some other line long enough to test the quality of Red Rose. You found that they continued using it.

Never in the history of the tea trade has there been such value given the public in tea as in Red Rose. Then that same splendid quality is kept absolutely uniform from year to year.

Have you tried it in your own home? You will like its rich, full Assam-Indian flavor so well you will be pleased to recommend it to your customers.

RED ROSE TEA

"is good tea"

Carr & Co.'s Carlisle Biscuits

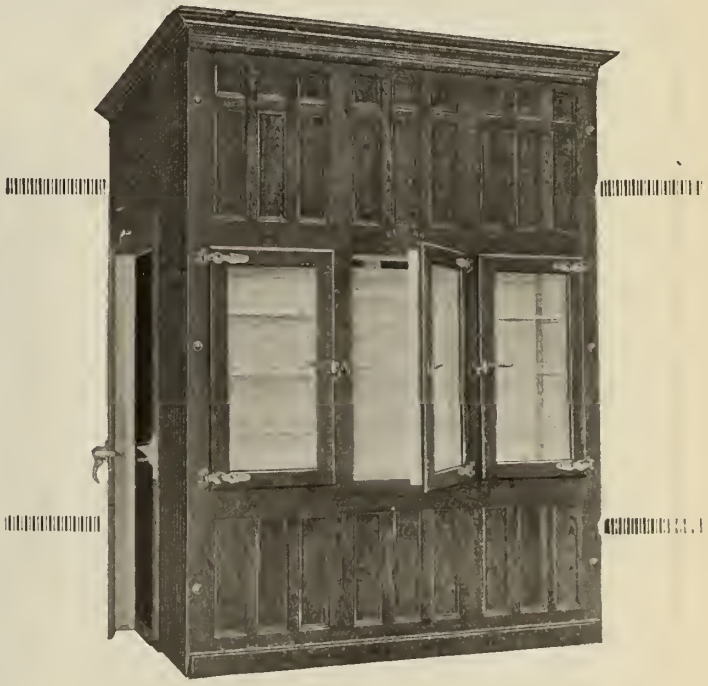
have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy **Carr's Biscuits.**

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin-Brereton Co., Ltd., Winnipeg, Man.; A. N. Cowdry & Co., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



Better Display With Better Security

Our new "SPECIAL" Butcher Refrigerator, here shown, combines absolute security with superior facilities for the effective display of contents.

The many distinctive features which have made the "Eureka" line so popular everywhere are embodied in the latest Butcher Refrigerator. LET US TELL YOU ALL ABOUT IT, AND THE MANY OTHER EUREKA MODELS.

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. Woods & Co., Winnipeg, Man.; E. M. Dore, 25 Caroline N., Phone 82, Hamilton.

Eureka Refrigerator Co., Ltd., 31 Brock Ave., Toronto

ROBINSON'S "PATENT" GROATS

March hand in hand with

Robinson's "Patent" Barley

Some customers want one. Other customers want the other.

Mr. Grocer:—

We mail booklets (Advice to Mothers) and (Healthy Babies) to any of your customers who make application. Keep a pyramid of Robinson's 'Patent Groats' and 'Patent Barley' always on your counter. Customers will buy them from you instead of going to some other store.

MAGOR, SON & CO., LIMITED

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA.

Double Your Biscuit Sales During 1916 by Centralizing your Efforts on Meadow Cream Sodas.

This brings first sales; repeats come as a result of their delicious, rich, creamy flavor.

Don't stock Meadow Cream Sodas for the sake of handling them, but sell them. *Give them a prominent display.*

Trial shipment on request.

W. J. CROTHERS & CO., KINGSTON, ONT.

CANADIAN GROCER

VOL. XXX TORONTO, MARCH 3, 1916 No. 9

Definite Results from House Cleaning Goods

A March Campaign That Was Carefully Planned and Which Sold the Goods—An Education For the Store Staff as Well as for the Customers—Personal Salesmanship, Window and Interior Displays, Newspaper Advertising Combined to Get Good Business

Written for Canadian Grocer by A. H. Harvey

Fourth of a Series

NO campaign in the John Brighton store during 1915 was more successful than that on housecleaning lines during March. Mr. Brighton was very proud of the results secured, in reciting the history of the selling campaign on these goods. He discovered for one thing that not very many of his customers knew that he carried all the housecleaning lines that he did. He therefore introduced several new lines to many customers, which were called for during the remainder of the year—increased turnover and more profits.

"March," he said, "was the signal for the opening of the campaign. I asked the head clerk to make out a list of all possible housecleaning lines and these were agumented by myself and the remainder of the staff. We were indeed surprised at the length of this list, the compiling of which was a little education of itself because it brought to light goods, with some of which we were unfortunately not very familiar. It included such lines as sink and tin cleansers, ammonia powder, liquid ammonia, bluing, chloride of lime, lye, special closet cleansers, stove polish, furniture polish, silver and metal polish, dustless mops, various kinds of brushes, brooms, soaps, soap chips, washing tablets, washboards, clothes pins, etc.—a formidable list, wasn't it?"

John Brighton fully realized the importance of the housecleaning season. He was a married man himself and was therefore well acquainted with the annual spring upheaval in the home, and was even able to prophecy the event long before it actually descended. He knew that, to the housewife, housecleaning is more or less of a festival that comes as regular as that of the Yule-tide season, so he set about to make the most of it and from his description of the campaign his fondest hopes were certainly realized.

To Attract the Passerby

"So we got this list together, first on paper and then on a table in the warehouse. We did this to make sure that no line would be overlooked. The shelves and warehouse were gone over as with a fine-tooth comb. With a few samples of each line the window trimmer set about to produce a display that would attract the attention of the passerby, whether customer or merely—from our standpoint—a pedestrian. The trimmer who has a mechanical turn of mind about him, set to work to construct a house out of soap, tins of sweeping powder, ammonia powder and other cleansers. This was built squarely in the centre with veranda, chimney, front gate, etc., and because it was entirely constructed from the goods in stock it received more attention than it otherwise would. The fact that the house was there made the women folk think of home. Then the array of housecleaning lines made them think of housecleaning. With the two ideas connected up artistically they certainly got attention. Throughout the remainder of the window there were pyramids, circles, etc., of various kinds of housecleaning lines. There were also a couple of showcards—one reading 'Savers of Doctor Bills' and the other 'Ammunition for Cleaning up the Home.' In fact we got the ideas from the columns of Canadian Grocer. Inside there was a table set with all kinds of housecleaning lines and there was a small showcard calling attention to housecleaning time and on the counter were a few articles which could be picked up casually by the clerk and suggested to the customer buying at the counter.

Campaign of Education

"We discovered the first day of the campaign that a great many customers were not acquainted with the uses of the various lines. For instance, apart from cleaning sinks there were women who knew of no other uses for ammonia powder. They were not acquainted with its value in the wash tub. The same with chloride of lime. They did not know how this could be used in sweetening drains in the cellar, in the garbage can and in any place where matter was likely to decay and to germinate disease bacteria. There were brushes for cleaning behind radiators, under stoves, etc., which some of our customers had never seen before. Then there was liquid ammonia, lye, silver, brass, metal and furniture polishes, all the uses of which were very little known. We conducted, as well as a selling campaign, an educational campaign on these various lines and we must say the results were splendid. Our advertising in the newspapers was written with the same point in view.

"For instance, one little idea that got us good business in brass polish was the exhibiting of two pieces of door knobs, one of which was polished and the other wasn't. A little showcard read: 'Before Polishing — After Polishing.' This was an idea that could be carried out with other polishes as well."

John Brighton's ideas on running special campaigns of this character, in addition to getting the regular every-day

business, are among the best I have ever run across. He takes particular pains to study his proposition carefully, so that when the campaign opens there is a definite object in view. It should not be considered that this store confined its attention to house cleaning lines in March. The customer was given every opportunity to order her regular every-day goods; but in addition when her order had been given the sales-staff concentrated on housecleaning lines thus creating demand for goods that otherwise would have remained unsold.

MONTREAL MEN TALK TO VANCOUVER

On February 15 long distance connections were officially opened between Montreal and Vancouver, a distance by route traversed of 4,225 miles. The occasion was celebrated at Montreal by a gathering of about a thousand of Montreal's leading citizens, at the Ritz-Carlton ball room, each guest being furnished with a receiver. After the general manager of the Bell Telephone Co. and the B. C. Telephone Co. exchanged greetings, then Lord Shaughnessy, president of the C. P. R., spoke to their Vancouver manager, Mr. Peters, but the grocery trade will be interested in knowing that the first call from Vancouver to Montreal was from Robt. Kelly, managing director of Kelly, Douglas & Co., Vancouver, who asked to speak to Wm. H. Dunn, the manager of Borden Milk Co., Limited, Montreal, and obtained from the Eastern man a promise of a visit to the coast early in June.

ADVANCE IN CONDENSED MILK

On February 25th, the Borden Milk Co. announced a general advance of 15 cents per case on condensed (sweetened) milks. There is no change in Eastern prices on evaporated lines. The reason for the advance, it is pointed out, is the higher price of sugar. An advance of 1 cent per lb. in sugar increases the cost of production of condensed milk by 20 cents per case. When war started, sugar was 4 cents. To-day it is 6 cents, an advance of 2 cents. Therefore, the increase in the cost of production of condensed milk amounts to 40 cents on the sugar basis only, that is without taking into consideration the increased cost of packing. An advance of 25 cents was made in the price earlier in the year, and the company states this second advance of 15 cents covers the total increase in cost on the sugar basis without consideration of other increases in cost of production.

Savers of Doctor Bills

THE earlier the house is given a thorough cleaning the better. During the long winter, with stoves and furnaces going all the time, dust and dirt accumulates in every nook and corner. In the winter, too, there is usually insufficient ventilation in the home, and disease germs find choice breeding places. Just because they cannot be seen is no indication they are not there—take no chances, but get your supply of house-cleaning necessities at once. Read carefully these suggestions:

Powdered Ammonia

Softens the water and eases the work of rubbing the floors and furniture. Blank brand, .. cents per package.

Sweeping Powder

Why sweep in clouds of dust when you can prevent it by the use of a little sweeping powder? Use it on the floors, rugs and carpets. Large can, .. cents; small can, .. cents.

Chloride of Lime

Nothing better for the closet or for sweetening drains. Every home should always have a supply on hand—one of the finest chasers of disease germs known, and the price of a tin is small, only .. cents.

Liquid Ammonia

Some prefer the ammonia in liquid form. Simply moisten the cleaning rag with it and it's ready for use. A good-sized bottle for .. cents.

Sink and Bath Tub Cleanser

You know how hard it is to get the dirt off the sides of the sink and bath tub. Blank brand is a powder which does the work with the least amount of rubbing. Per can, .. cents.

Lye

Another fine disinfectant is lye—there are few houses which do not keep a plentiful supply on hand. It will take up grease and other dirt from the floors as quickly and easily as anything. Per tin, .. cents.

Furniture Polish

To make the chairs, tables, window sills and other furniture clean and bright, use Blank Brand. Just rub it on with a clean cloth and it will produce a bright shine like new. Per bottle, .. cents.

Silver Polish

The table silver, no matter how good it is, soon tarnishes. Brighten it up with ———. This is guaranteed to brighten silver and give it a shiny, new appearance. Per bottle, .. cents.

Metal Polish

For shining up the brass knobs on the buffet and other furniture, a good metal polish is necessary. Try ——— Braud—it is recommended for pots and all metal fittings about the house. Per bottle, .. cents.

Brushes and Brooms

Did you ever think how much time could be saved the year round by brushes that get behind and under the stove and the radiators, and between the spokes of the broom? Why not make your work lighter? A full supply to choose from.

Dustless Mops

These mops are working wonders in thousands of Canadian homes. They get into the corners and pick up all the dirt. For your housecleaning campaign this year let the dustless mop help you. Different sizes at .. and ...

Soaps

Of course you will not attempt housecleaning without a good supply of soap. It is the ever reliable. We recommend ——— at .. cents per bar.

Mops, Washboards and Clothes Pins

A full supply on hand of all kinds of woodenware for the cleaning season. Come in and let us show you our stocks—made by the most reliable manufacturers.

All these lines have been tried and tested. Select your requirements at once from a full stock.

JAMES BROWN

17 Main Street **Phone 75**

Above is tendered as a suggestion for a housecleaning newspaper advertisement. Retailers will fill in the brand names they wish to advertise and their own prices.

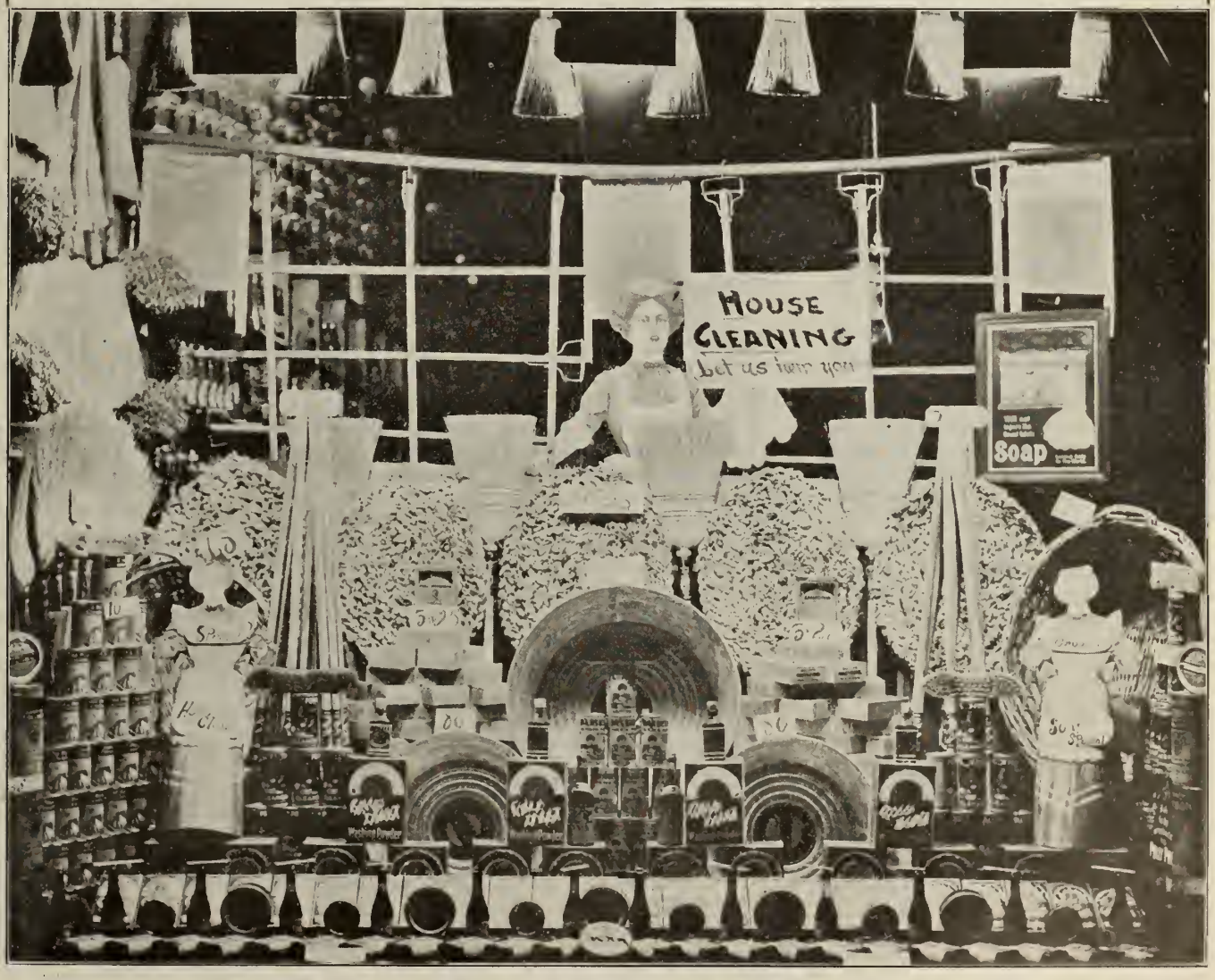
Make the Window a Salesman

Now That Housecleaning Time is Here Again, the Co-operation of the Window Should be Secured—A Well-Balanced Trim.

THE window display is one of the best aids to a successful housecleaning campaign that a retailer has in his possession. To a great many people the window is the eye of the store. If it is carefully attended to, always kept bright and clean, it is bound to make a favorable impression on the passerby. By all means, therefore, every grocer should display in his window housecleaning lines during the present month.

The display shown herewith is a splendid suggestion for a housecleaning trim. It includes many different lines of goods, such as brooms and brushes, mops, wash boards, pan and sink cleansers, washing powders, ammonia powders, liquid ammonia, tins of floor dressing, a row of bottles of furniture polish along the front, large galvanized tubs, soap and other different lines of cleansers. The arrangement of this display needs no description. The reproduction of the window shows exactly how the different lines of goods were arranged. It might be explained, however, that the fence in the background is made by mops hanging from horizontal poles; long ceiling brooms are hung from the ceiling, the broom part of these being visible at the top of the illustration.

Canadian Grocer would appreciate receiving from any reader photograph of this year's housecleaning window trim. If you have a good one, have a picture taken of it and send it along. The editorial department will appreciate it very much.



A Housecleaning window trim, well thought out, that is bound to attract attention and sell goods.

Wholesalers Dislike Free Cases

Alberta Men Take Matter up With Certain Manufacturers—They Claim This Tends to Disorganize Trade.

WHOLESALE grocers of Alberta have been taking the matter of "Free Deals and Freight Allowances" up with certain manufacturers. At a recent meeting of the wholesale Grocers' Association in Edmonton, it was decided to send a letter to the manufacturers in question pointing out the views of the wholesalers on the questions at issue. This letter speaks for itself.

"Gentlemen:—

"At a recent general meeting of this Association, at which practically the entire wholesale grocery trade of the province was represented, the practice of certain manufacturers to allow to retailers special quantity concessions in the way of free cases or freight allowances, received considerable discussion. While the members of this Association hesitated about tendering unsolicited advice as to how you should conduct your business, it was felt that these special deals are pernicious and objectionable, and should be discouraged so far as possible. I was therefore instructed by unanimous vote of the meeting to convey to you an expression of the views of the members in regard to this matter.

"I am to point out that while the special deals may be of considerable assistance to the salesmen, in the opinion of our members the ultimate result is pernicious and detrimental to the best interests of the trade; that salesmen should not require assistance of this kind; and that any concession in the matter of cost that can be made should be put in the form of a straight price reduction, more or less permanent.

"It is not considered desirable for obvious reasons, that a merchant whose trade demands the purchase of one or two cases, should be persuaded to buy ten for the purpose of getting one free. Experience shows, however, that this is what frequently happens. The whole tendency of the wholesale trade during recent years has been to educate retailers to keeping their purchases down strictly to the demand of their business.

"Then again experience shows that in most, or at least very many cases, the retailer who needs, one, two, or three cases, but who orders ten at say, $4.40 per case, figures that as he has obtained 11 cases for $44, he has bought the goods at $4. per case, and accordingly so fixes his selling price, which cannot be maintained profitably, when he next has to buy at regular price after the free deal has been withdrawn. In such case he is very apt to push the sale of some other line upon which the price has not been so cut.

"There is the further objectionable feature that in many cases keeping track of these free deals involves a lot of trouble to the wholesale house; and in the event of any slight carelessness on the part of the office staff it is easy to omit to make claim on the manufacturer for some of these free cases. It is not considered necessary, however, to press this point, as the objections mentioned above, and others, which will no doubt readily occur to you, are in the opinion of our members, amply sufficient to condemn the free case or any other form of special and temporary deals.

"I would be glad to recieve an expression of your views on this matter for the information of our members."

Better Eggs for Ottawa

Produce Men There Back Up What Canadian Produce Association Decided Upon at Belleville—"Loss Off" System and "Free Egg Cases"

OTTAWA, Mar. 1, (Special) — A meeting of the Ottawa Branch of the Canadian Produce Association was held on Feb. 24, for the purpose of discussing quality payment of eggs, and for the adoption of free egg cases. The following members were present; A. W. Bayman, of Matthews-Blackwell, Limited, President of the Ottawa Branch of the Association; J. Moyneur and Mr. Lebarge of Moyneur, Limited, John Dover, J. Freedman, Mr. Brown of Swift Canadian Company.

After a general discussion it was unanimously decided to adopt the "Loss off" System, and the "Free Case" System. The free egg case system has been adopted for special reasons:

First.—Loss to the cases themselves.

Second.—Loss and replacing of fillers.

Third.—To do away with all dirty and unsanitary cases.

Therefore on and after March 1, 1916, the Association has decided that all Customers throughout Ottawa and District will purchase their eggs, "Cases Free", the same as they purchase their butter and cheese, so that the cases can be discarded, sold, or destroyed This, the produce men claim, will relieve the retail dealer as well as the produce merchant of the worry and anxiety of keeping track of cases.

It was also brought forcibly to bear upon the meeting the necessity of maintaining the standard in quality payment of eggs This system was adopted last year, and worked out to good advantage, with the result that better eggs were placed upon the market, and produce men are looking forward to better results track of cases.

At the annual convention of the Canadian Produce Association held in Belleville, it was unanimously decided by the produce men of Canada to carry out the standardization of eggs, and not pay for any that were not fit for human consumption By doing this it not only makes the egg gatherers and the egg purchasers more careful with their eggs. but they are collected and shipped to their destination as soon as possible.

The members of the Ottawa Association earnestly request the farmers and merchants to give better attention to the gathering and packing of eggs, to see they are sent out in clean and sanitary cases, and that the fillers are not soiled in any way. The result will be that they will be able to obtain a better market and better prices.

The members of the association decided to strictly adhere to these rules for the coming season.

Letters to the Editor

BUYS AND SELLS EGG CASES OUTRIGHT

Editor Canadian Grocer.

Dear Sir,—In your Canadian Grocer issue of February 18 I see considerable discussion of the egg case business. The way I do—and I never have any trouble—is this: I buy, say, 3 doz. egg cases complete, and generally pay 35c each, case complete and clean. If they come otherwise, I return them. Then the produce house who buys my eggs has to pay me 35c for each case. That deal is then closed. I find it by far the most satisfactory way. If as sometimes happens in the rush season, I run out of egg cases, I always save the orange boxes and put the fillers in and ship away; for those cases I charge nothing. I have no doubt many others do as I do.

E. J. LE DAIN.

Boissevain, Man., Feb. 22, 1916.

Much Adulteration in Olive Oil

Last Analysis Made by Inland Revenue Department Shows Necessity of Retailer Protecting Himself by Purchasing Under Protection of the Government Warranty—Pure Olive Oil Does Not Contain Cottonseed Oil, Say Standards

RECENTLY a large number of grocers in various parts of Canada have been fined in police court for offering for sale as pure salad oil, oil that did not come up to the standards defined by an Order-in-Council, on March 28, 1912. In those standards it is declared over the signature of the Deputy Minister of Inland Revenue that oil sold as pure salad oil must be olive oil, a product of the fruit of the olive tree. Cotton-seed oil is also used as a salad oil, and is obtained from the seed of cotton plants and subject to a refining process. Cotton-seed oil may be sold as a salad oil, but when it is offered as such, the fact that the article is cotton-seed oil must be declared on the label. Mixtures of cotton-seed oil with olive oil must also be so declared on the label.

This explanation shows that if a retailer sells a salad oil as "pure" salad oil, it must be the oil from the olive fruit. If it is not, it must be declared so on the label. It appears that many dealers were unknowingly selling as pure salad oil a mixture of cotton seed and olive oil.

Many Cases of Adulteration

A bulletin, known as No. 328, on salad oil, has just come to hand. Chief Analyst A. McGill points out that since the standards on salad oil were put into effect on May 13, 1912, two other analyses have been made. In December, 1912, and January, 1913, thirty-six samples of olive oil were collected and examined. On the whole, the results of this inspection were satisfactory, only two samples being found adulterated. During the summer of 1914, 114 samples of olive oil and salad oil were examined. Eleven of these samples were found to be adulterated as containing cotton seed oil without declaration of the fact. "Ample time has been given," declares Mr. McGill, "for manufacturers and importers to make themselves acquainted with the regulations which govern the sale of salad oil; and it is unsatisfactory to record forty-three samples of the present collection, as adulterated, under the Act. In addition to this number, thirty-five samples contain the word cotton in very small type on the label. Section 24 of the Act requires that mixtures should be labelled in conspicuous characters, and it is certain that this requirement is not met in these cases. I have, for the present, judged these samples as doubtful; but it is questionable whether or not I am justified in thus describing them. Most of these samples are labelled 'Huile Douce,' equivalent to 'sweet oil,' which is identified with olive oil by the Order-in-Council of March 28, 1912.

"Adulteration consists in selling as salad oil an article which consists of, or which contains cotton seed oil, without notification thereof. This violates the requirements of the Order-in-Council quoted above; and constitutes adulteration under the terms of section 3 of the Adulteration Act, which reads as follows:

" 'Food shall be deemed to be adulterated within the meaning of the Act: (d) if it is an imitation of, or is sold under the name of another article; (g) if its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability fixed by the Governor in Council, as hereinafter provided.' "

Out of the 159 samples examined, 67 met the legal requirements as being olive oil and 14 others met the requirements by declaring the presence of cotton seed oil on the label. Thirty-five samples were judged as doubtful, because they contained the word "cotton" in small type. Forty-three were considered adulterated as containing cotton seed oil without declaration.

The Retailer's Protection

While it may not appear exactly just to fine a retailer selling olive oil as pure which is marked on the label as such by the manufacturer, yet the law holds the vendor responsible in such a case. This means that every dealer must be careful in his purchases. The Government has given him a protection in the warranty. If a dealer is in doubt at all, all he has to do is to ask the manufacturer for a warranty that the goods are pure and in accordance with the standards. Once the dealer has this warranty, the manufacturer becomes entirely responsible should the goods be found adulterated and a police court inquiry ensue.

Canadian Grocer has time and again pointed out this fact. Too many retailers, however, are so anxious to purchase goods at a low price that they overlook the necessity of knowing exactly what they are buying. This has resulted in numerous fines in every part of the Dominion. It is going to result in a great many more. Readers of Canadian Grocer have no occasion to be fined. We are continually pointing out the law and urging the necessity of buying good goods and of securing the Government warranty, particularly if the standing and reputation of the manufacturer is not absolutely known to them.

INDISPENSABLE.

MacLean Publishing Co.,

Gentlemen,—Must say I am more than satisfied with "THE CANADIAN GROCER" and find it indispensable in keeping in touch with the grocery market. Your articles concerning the "snags" which grocers come in contact with are certainly a great help to "Country Generals."

M. DOOKER.

Lombardy, Ont.

AFTERMATH OF CO-OPERATIVE STORE FAILURE

Magistrate Dunn, Moose Jaw, Sask., has given an important decision of great interest to employees of the C.P.R. who were interested about two years ago in the movement to form co-operative stores under the National Railway Association, Limited, of Toronto. The case in which the decision was given is that of Henderson vs. the C.P.R. in which the plaintiff sought to compel the railway company to pay him wages held by the company under a garnishee issued in the Ontario courts. Magistrate Dunn ordered the C.P.R. must pay the wages due in this province, ruling that the Ontario laws did not apply, and in case of the failure of the company to pay the plaintiff can proceed against the company in distress. The plaintiff was one of about thirty local C.P.R. employees who was interested in the co-operative store movement and subscribed money to what he and the other employees now state was the capital of the local store, but which later developed to be the stock of the National Railway Association, Ltd. of Toronto. This company was wound up in the Ontario courts, and the liquidator secured judgment in the suit against the local men. They contested the judgments and the liquidator then garnishee their wages. Henderson's was brought as a test case to decide whether the garnishee issued through an Ontario court was valid in Saskatchewan.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is a member of Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, MARCH 3, 1916 No. 9

BEGIN EARLY ON HOUSECLEANING LINES

MARCH is with us again. This is the month which brings us the welcome spring time. It also means a change in many respects in the variety of goods the retail dealer sells over his counter. It is the beginning of the housecleaning season and every dealer should take full advantage of this.

On another page will be observed the selling methods of an old-established grocer who each March puts on a housecleaning goods campaign. It will be seen that he makes a close study of the entire situation, gets the full co-operation of the sales staff, enters the campaign well equipped to make it a success. Every reader should study this article carefully. There will also be found window display suggestions and an advertising suggestion for the local newspaper. When a campaign like this is started it should be entered into enthusiastically. There is money in it if this is done. It should be entered into early. The dealer who waits until half the spring has disappeared before beginning his campaign on housecleaning lines is almost sure to fall short of his ideal. Housecleaning goods too, offer a new source of revenue. They are easily handled and very few of them wear out with age. They carry with them a good profit, which is what every dealer is eventually seeking for.

WHY FLOUR DECLINES

SIX weeks ago the wheat and flour markets were in a very strong position. About ten days to two weeks ago the wheat situation began to ease somewhat, but usually recovered from its decline. Later the declines traveled faster than the recoveries and the breaks came so rapidly that millers lowered their prices on flour 20c a week ago Tuesday. Later on in the week another decline of 20c was registered, making 40c per barrel in all.

Apparently the chief cause of this is the tie up in shipping which is preventing wheat and flour going abroad as rapidly as it otherwise would; also the good crops in Australia and the Argentine now being marketed. This means an over-abundance here and an easing off in the market situation. Retailers should follow the wheat and flour situation closely from now on, as a readjustment in shipping facilities might tend again to advance prices.

FORTY-TWO SAMPLES ADULTERATED

TWO hundred and forty-three samples of maple syrup collected and analyzed in 1915 have just been covered by an Inland Revenue bulletin, No. 325. Out of this number 192 were found genuine, 4 meet legal requirements, 1 was doubtful, 42 adulterated under the Act and 4 were illegal articles.

In studying this analysis one requires the knowledge of just what the standards are. On April 15, 1915, these standards were enunciated and were in effect on May 15, a month later, as follows:

"Maple syrup shall be syrup made by the evaporation of maple sap, or by the solution of maple concrete in water, and contain not more than thirty-five per cent. of water, and an Imperial gallon of maple syrup, measured at ordinary temperature of the air, shall weigh not less than thirteen pounds three ounces. The dry substance of maple syrup shall meet all the standards for maple sugar.

"Provided always that the Governor-in-Council may from time to time vary and change the said standards for maple sugar and maple syrup."

Section 29a of the Amending Act, provides as follows:—

"1. No person shall manufacture for sale, keep for sale, offer or expose for sale, or sale, any article of food resembling or being an imitation of maple sugar or maple syrup, or which is composed partly of maple sugar or maple syrup, and which is not pure maple sugar or pure maple syrup.

"2. Any maple sugar or maple syrup which is not up to the standard prescribed by the sixth schedule to this Act, or, if such standard is changed by the Governor-in-Council, to such standard as the Governor-in-Council may from time to time prescribe, shall be deemed to be adulterated within the meaning of this Act.

"3. The word 'maple' shall not be used, either alone or in combination with any other word or words, or letter or letters, on the label or other mark, illustration or device on a package containing any article of food, or on any article of food itself, which is not pure maple sugar or pure maple syrup, and any article of food labelled or marked in violation of this subsection shall be deemed to be adulterated within the meaning of this Act."

The standards referred to above as obtaining for maple sugar, and involved in the definition of maple syrup, are as below:—

"Maple sugar shall be entirely the solid product resulting from the evaporation of maple sap, or of maple syrup, and contain not more than ten per cent. of water; and yield not less than six-tenths of one per cent. of ash, reckoned on the dry matter of the sugar when incinerated in such a way as to assure the earths being present as salts and not as oxides and not less than twelve one-hundredths of one per cent. of ash, insoluble in water, employed as described below and yielding a lead number not less than one and seven-tenths when worked by the Canadian method, nor less than one and two-tenths when worked by the Winton method.

"Minute traces of substances such as gelatine, albumen, isinglass, etc., which may have been employed as refining or clarifying agents in manufacture shall not be regarded as adulterants."

Retailers should remember that they are not now allowed by law to sell anything but pure maple products, not even if the label states the article is a compound or mixture.

NO TAX ON MAIL ORDER HOUSES

A FEW weeks ago it was announced in these columns that the Manitoba Legislature was figuring on legislation to tax mail order houses. As predicted at that time, there has been a great deal of opposition to this legislation. Not only farmers have opposed it, but the Provincial Executive of the Retail Merchants' Association, Saskatchewan Branch, met recently and among other things discussed this important problem. They decided to protest against it. They base their contention, according to a press report, on the ground that such a step means legislating against efficiency and might tend to make farmers and other buyers pay more for their necessities which they claim was not in accordance with the policy of the retailer.

CANADIAN GROCER'S Western representative learned that the Provincial Treasurer has withdrawn the clause relating to the tax on mail order houses and that the bill for providing new revenue had been reprinted without it. This was done on account of the heavy pressure brought to bear on it from country districts. It is quite evident, therefore, that there will be no legislation in Manitoba taxing mail order houses at the present time.

VALUE OF THE SOCIAL FUNCTION

IN this week's issue are reports of social functions held by the Ottawa Retail Grocers' Association and by the Toronto grocers. The value of these functions lies in getting those who attend intimately acquainted with one another. Years ago the grocers in the majority of cases were not very familiar with each other. One considered his neighbor not only as a competitor, but as a very unfair one who was out to "do" him if at all possible. The association is changing all this. To-day men in the same trade meet around the banquet board and the table in the association hall and discuss matters of interest to the entire trade. They shake hands with one another, tell each other their troubles and swap remedies.

So the banquet is performing a mission worth while. It cements friendships, removes animosities and helps men to see their competitors in a true light. Let there be more of these social functions.

EDITORIAL NOTES

TUESDAY, March 7, is Pancake Tuesday. The dealer who points this out to his customers is going to get good business in pancake flour and maple syrup.

* * *

PROFITS are reaped only after you have paid yourself the same salary you would receive from somebody else, taken care of your pay roll, operating expense, and overhead expenses, set aside a replacement fund and realized a fair interest upon your investment.

* * *

FISH HAVE been too long neglected as an article of diet, not through any fault of the fish itself but through a lack of appreciation of their food value by the consumer. It is not because that food value is hard to perceive. It is that this fact is too rarely pointed out by the people who are interested in pushing the sale of fish.

Cardwriting Made Easy

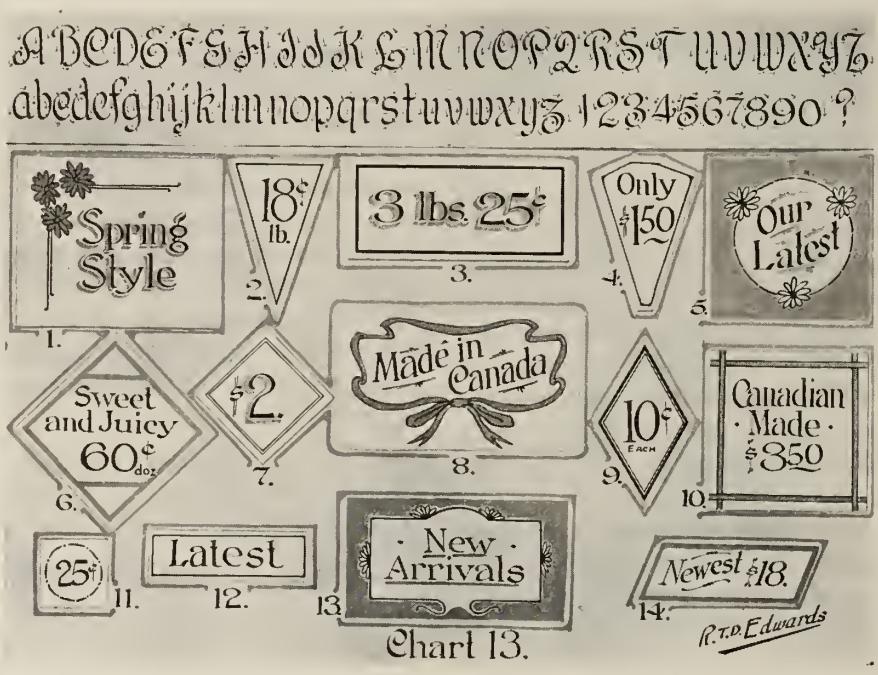
by R.T.D.Edwards

LESSON NO. 14.

MERCHANTS in every line of business are using more show cards now than at any previous time. The value of self-advertising goods is being realized. Appropriate cards and price tickets make merchandise self-selling. They save the clerks' time and the customer can see at a glance that certain articles are selling at such and such prices.

The old idea of using cards only on goods being cleared out at bargain prices is rapidly being discarded and tickets now appear wherever they will draw attention to the merchandise. Suggestion is half the art of selling. Display cards and price tickets always attract, and in attracting suggest. The store with an adequate number of tickets always has the appearance of liveliness.

Appropriateness and neatness go hand in hand or, in other words, they are the essential point to remember when making cards. Whether the card is small or large the same care should be exercised and uniformity should mark every letter. When these few rules are kept in mind the card will doubtless be executed with an appreciable amount of attractiveness.



Instructions for preparing the above cards are given in the accompanying article.

The accompanying samples of show cards were not written altogether, with the idea of the merchant copying them, but simply to show the number of letters of certain sizes fit certain sized cardboards. For instance the "V" shaped card would not do for a motor car salesman to use with the following words: :"Only $400 for this beautiful automobile." The word automobile would come at the bottom or smallest end of the card. The samples are simply for suggestions, showing the various styles of letters and the way in which they are formed.

In most cases it is well to use the same kind of lettering for all cards and tickets in the store, This is by no means an infallible rule but will prove helpful to the novice card writer. He will learn the strokes of one style of letter quicker than he will the strokes used in more than one style. Besides this it will give the appearance of uniformity.

Round Pen Writing

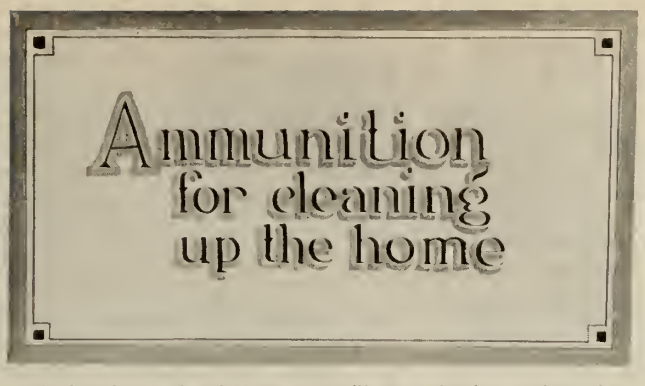
The round pen is, as explained in a former issue, much easier to handle than a brush for making small letters. With the pen you can obtain either a hair line or a very heavy stroke. This is impossible with the brush. The steel pen will always give a much finer line and will spread according to the artist's desire. In the accompanying chart, No. 13, suggestions will be found for small card suitable for many lines of merchandise. All the letters and numerals used in this chart are of the style upon which instruction was given in the last lesson.

The Cards in Detail

Card No. 1 is 4 inches by 5 inches and has a white background. The lettering is shaded with pale green. The floral decoration in the corner is appropriate for the coming Spring trade. The flowers were drawn with a stub pen. The artistic effect of card could be enhanced by coloring the petals either pale pink or blue, using transparent colors.

The "V" shaped card, No. 2, is one which may be used in nearly any store and is especially useful when the card is required to be stuck into the goods on display. The size of this card is 4 inches long by 2½ inches wide at the top.

Card No. 3 is perhaps a more suitable style for most stores than style No. 2. This card is 2½ inches by 5½ inches. When the letters are shaded with pale grey or



Spring house-cleaning season will soon be here—above is suggestion for card for window trim.

pale green the plainness is eliminated. The heavy ruling around the card is done with the same size pen as used for the lettering.

Card No. 4. This card is similar in shape to card No. 2. The lettering in this case was done with a No. 2 steel nib and the border was done with a stub nib.

Card No. 5, which is 4 inches square, is made on white cardboard. In making this card, first find the exact centre and then with the aid of a compass draw the circle. Next proceed to sketch the flowers with a pencil. After this ink in the flower. Use black waterproof ink for this purpose. This will be best done with the aid of a stub pen. Then finish the circle with the broken line for the flowers. Color the outer background with a heavy opaque pale green color. This must be applied with a brush. Note that a narrow margin is left between the black ink work and the pale green background. Color the petal of the flowers with a delicate shade of pink. The interior of the circle may be used for any lettering or numerals the merchant may desire.

The letters on Card No. 6 were made with a No. 2 nib and the figures with a No. 1 nib. The ruling was executed with a No. 6 brush. This is a 4 inch square card turned cornerwise.

Card No. 7 is a popular style amongst all classes of merchants. It is a square card and like No. 6 it is turned cornerwise. The figures were done with a No. 1 nib and the border was drawn with a fine pointed pen.

Designs after the style of Card No. 8 are first sketched on thin paper and after being perfected are transferred on to the cardboard by means of carbon paper. The outline should be made with black ink using a fairly fine pen. When this is dry fill in with a transparent ink using a color suitable to the display. If the words "Made in Canada" are to be used, a red ribbon will be quite appropriate. This card is 3½ inches by 5½ inches, a size which cuts economically into the full size sheet cardboard.

Card No. 10. The diamond shaped card is always attractive and can be used for many lines of goods. The heavy border on this card was drawn with the same nib used for the figures. The fine inner line was made with a stub pen.

The border on Card No. 10 was drawn with a stub pen and filled in with red ink. The main point in making this border is to get the effect desired by the overlapping corners. The lettering on the card was done with a No. 2½ nib.

No. 11. This is a card, which may be used in large numbers by the merchant in almost any line of business, is easy one to make. It is simply a square card with the circle first drawn by aid of a compass and then blacked in. The figures are done with a nib. One advantage about these cards is that they can be made in spare time. They always come in useful. The size of the sample is 1¾ inches square.

Cards after the style of No. 12 are considered very attractive. They may be used in many instances where new goods appear for the first time or where slight alterations have been made. They show that the merchant is keeping abreast with the times.

Suggestion for an appropriate show card at present time.

Card No. 13 shows a unique design worked up on a pen lettered card. This is drawn after the same method as card No. 5. The background may be colored to suit any display.

The last card in the sample list is an attractive shape, popular amongst some classes of businesses and of late has been used in nearly every line of trade. Its size is 4 inches by 1½ inches. The lettering and figures were executed with a No. 2 pen. The outline or border is usually done with a pen, though the sample was done by means of a brush.

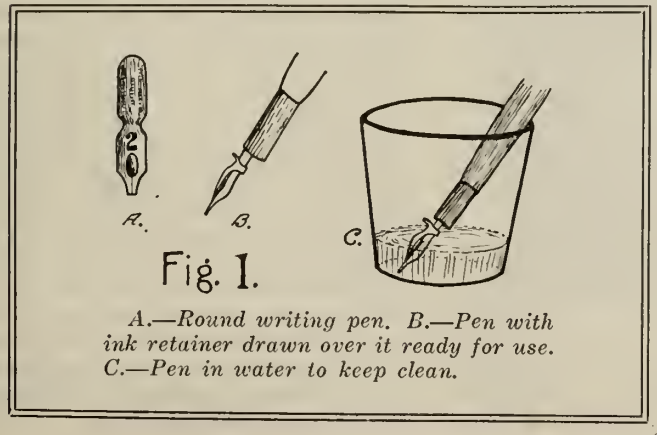


Fig. 1.

A.—Round writing pen. B.—Pen with ink retainer drawn over it ready for use. C.—Pen in water to keep clean.

New Style of Letters

Chart No. 13 shows a different style of round writing pen-lettering to that illustrated in the last lesson. This is a much quicker letter to make and is termed "unfinished." The name is perhaps very suitable as there are no spurs or finishing strokes. This letter may not be quite so readable as the former style, but it serves as a good variety.

It is hardly necessary to enter into detailed description of the formation of this alphabet. Follow the directions of the arrows and work the pen from left to right and from top to bottom and there will be little difficulty in mastering the style.

(Continued on page 39)

Ottawa Grocers Make Merry

With Friends in Other Sections of the Grocery Trade, They Unite About Banquet Board—Many Speeches and Stories and a Profitable Time

ABOUT 240 were present at the banquet of the Ottawa Retail Grocers' Association, Wednesday evening of last week. It proved to be one of the most enjoyable functions the grocers of the capital city have had for a long time. Not only retailers, but wholesalers and manufacturers and commercial travellers, were present to partake of the pleasantries. Many addresses were delivered, and the evening proved to be a most profitable as well as

ALEX. PHILLIPS,
President of the Ottawa R.G.A., who presided at the banquet.

enjoyable one. The speakers included A. E. Fripp, K.C., M.P., who made a stirring and patriotic address. He jocularly remarked that he first learned the art of oratory years ago from Duncan Dell, an old Ottawa grocer, who stood him on a soap box and had him make a speech. H. C. Ellis, a past president of the association, replied to the toast to the manufacturers. He said he had a keen interest in the grocery trade, and referred to the early days of the association and its efforts, as well as the co-operation of the wholesalers in making it a success.

A. E. Provost maintained that the retailers were doing their bit in this world's great war. "If the men present would name all their business secrets, they could tell of many people whom they are carrying along. These unfortunate ones were a loss to the grocers, and yet they had to be fed. The retailers are doing their duty, he claimed, without Red Cross meetings or parades, and, while sometimes it may not be philanthropy, yet more often it is, because they feel they owe a duty to their fellow-men. Addresses were also given by A. Mossum, Toronto, Canadian representative of the Oxo Co., who declared that the feature of business was to understand competition. There was a time when competition meant to undersell; now it is different, he maintained.

A. W. Green, president of the Dustbane Mfg. Co., referred to the fact that manufacturers were spending thousands of dollars in advertising in newspapers and magazines, and at its best this money was practically wasted unless they had the co-operation of the retail dealer.

T. Bowman moved the toast to the commercial travellers, and this was responded to by Jack Wright, of Toronto.

Henry Watters proposed a toast to the City of Ottawa, which was replied to by Controller Nelson and Controller Fisher. John Hewitt, Toronto, sales agents for the Canadian Shredded Wheat Co., was still another speaker. Mr. Hewitt is always a welcome visitor at Ottawa. Also O. S. Johnston, of the Atlantic Sugar Refineries, Montreal, who referred to the change that has come about in the realization of manufacturers of the selling power of the retail grocer. A. G. Johnston, an Ottawa grocer, referred in a short address to the power of advertising. Alex. Phillips, president of the association, was the toast-master of the evening, and looked after his guests in a very efficient manner. N. Hurteau, the secretary, stated that it was the object of the association to serve the public, and that the banquet had been held in the public's interest. During the evening telegrams were read from H. J. Dill, Galt, Ont.; Geo. H. Campbell, Red Rose Tea Co., Toronto; A. M. Piper, secretary of the Moncton Retail Grocers' Association, and W. C. Miller, Ontario secretary of the Retail Merchants' Association and provincial secretary of the Ontario Grocers.

Pleasant Social Evening

Toronto Grocers Have Entertainment, Speeches, Luncheon and Progressive Euchre—Many Visiting Grocers There.

THE Grocers' Section of the Retail Merchants' Association, Toronto branch, held a pleasant entertainment Wednesday evening of last week, in their rooms, corner of Yonge and College Streets. The members were invited to bring along a grocer friend, and about 100 in all were present. The fore part of the evening was spent in music, songs and addresses, and the latter in progressive euchre. Sandwiched between the two was luncheon. F. C. Higgins presided as chairman of the section, and gave a forceful address, pointing out the benefits of belonging to the Retail Merchants' Association, and referring to good work the association had accomplished in the past. The Trading Stamp Act was mentioned particularly. He urged retailers who were already members to attend every meeting, for it was only in that way that they could see the good results accruing from organization.

W. J. Nicol and D. W. Clark, president of the Retail Merchants' Association, Toronto Branch, also addressed the meeting. Mr. Nicol reviewed what had been done with regard to placing R.M.A. goods on the market, and contrasted the prospects of the association with results that had been accomplished by the trade unions. He said that since the R.M.A. brand of soap was placed on the market 800 boxes of this had been sold in Toronto, also that 25,000 lbs. of R.M.A. tea had been sold in Toronto since August last. D. W. Clark told of how the association was bringing actual monetary advantages to him. Through the Credit Reporting Bureau he had collected last year three accounts which would pay for his annual subscription fee of $6 many times over.

Mr. Raney presided at the piano, and songs were sung by Mr. McInnis, of the McLaren Imperial Cheese Co., and by Masters Romaine and Harry Harrington. Russell Clark, son of D. W. Clark, also sang a solo. The musical part of the programme was a real treat. For the progressive euchre contest the tables were divided into three rows, each row being in a separate contest. About an hour after midnight, when the smoke had cleared away, the results were announced and prizes distributed. Donald Nicolson, Roncesvalles Avenue, not only won first in his row, but was "high man" all round, with over 60 points. D. W. Clark, Avenue Road, came second. Other winners included F. C. Higgins, W. J. Nichol, and Mr. Haffey.

Produce Sold on Graded Basis

What Alberta Has Done to Bettering Quality of Eggs and Butter and Towards Increasing Production—Advances Made in Mixed Farming in Past Five Years—Our Duty to Motherland

By A. S. Duclos, Pres. Alberta Produce Association

THE message I give from the Alberta Produce Association to the Canadian Produce Association is a message of co-operation for the advancement of a higher grade of farm produce to be placed on the consumer's table.

Alberta started fifteen years ago mixed farming, and only since the last five years has it shown any progress that is worth while mentioning. And you will notice by the figures that I am giving you below, the rapid increase in production of creamery butter, eggs, cheese and poultry; and this rapid increase is due to the grading system which has been introduced in our Province by our dairy Commissioner, C. C. Marker, of whom we are proud.

The grading system of butter and cheese by our Provincial Government under the direction of the Hon. Duncan Marshall, has opened the eyes of the farmers of Alberta and the merchants of our Provinces to such an extent that last year Alberta butter was shipped to Australia, and several cars were also shipped to Montreal and Toronto, with the Government certificate attached, assuring the shipper that the bill of lading will be taken up and his draft paid; also assuring the purchaser that he is getting the graded article that he purchased.

Eggs Bought on Graded Basis

In reference to eggs, I am pleased to say that the Association here accepted in March, 1914, the Canadian Produce Merchants' Association Egg Grading Schedule, and that the eggs purchased in Alberta were purchased under that grading, which turned out entirely satisfactorily; so satisfactorily that the Alberta Produce Merchants have petitioned the Hon. Minister of Agriculture at Ottawa requesting him that he make this grading schedule a law and see that the law is enforced so that everybody in Canada purchase eggs on the same basis. If this is granted by the Hon. Minister, it will be one of the biggest steps ever taken to the improvement of the egg industry in the Dominion. It is greatly needed, as Canada, although she is exporting a few eggs at the present, will, within a very short time, become a principal egg exporter, and the foundation cannot be laid down too strong to support its future development.

Having introduced the grading system, we in Alberta find a remarkable mark of improvement in the produce brought to the marketing centres. And we can see on the horizon that the produce business is becoming a pleasure and not a bore. To obtain this improvement in our Province with the help of our Government, the produce merchants have done a great deal of what you would call "advertising"; that is, they have issued circular letters to the farmers and store-keepers instructing them how to take care of produce and the benefit of prompt and careful marketing This year we are looking forward to great improvement as we have with us a resident of Alberta, Mr. Benson, whose reputation needs no explanation as he has proven it, capable of handling the job in an excellent manner. He is in the Province of Alberta to revolutionize the Poultry and Egg Industry, and we only trust that our friend, the Live Stock Commissioner at Ottawa, John Bright, will see his way clear to have Mr. Benson remain in Alberta for a period of three years, as he has done in the past for Prince Edward Island; and if this is done, when you hear mentioned the words "Alberta Eggs", that will mean "enough said."

A. S. DUCLOS, Edmonton, Alta., President Alberta Produce Merchants' Association, and Managing Director of the Edmonton Cold Storage Co. Mr. Duclos gave an informative address at the Belleville convention on Alberta produce conditions.

Better Transportation Facilities

Our transportation facilities are getting better and better every year, and railroads are extending further and further into the country, making it much easier for the farmers to market their produce. The railway companies have also awakened up to the fact that the produce business is an important branch of their traffic department, and our co-operation in every way possible to assist them so that the goods may be carried and marketed in a proper shape that the highest price may be obtained. The Railway Companies have gone so far in Alberta through their Superintendents of Divisions—which our Associaction personally interviewed, as to point out the wrong-method of handling eggs, and comparing it to the right methods, and I must say that they met us with open arms. Cold storage car facilities of weekly service are at our disposal, and railways have gone so far as to make the agent at the shipping point responsible for any breakages from shipments from his station, and pointing out to him—the agent that he must not accept shipments of eggs in orange boxes, lemon boxes, or any other box but the regular egg case. And that the said egg case must be fit for carrying that shipment to the destined point without falling to pieces. By this the merchant is more careful in selecting his egg cases, and does not ship his eggs in any old case; that alone has helped a great deal in the losses while in transit.

The Association from time to time, has taken up the freight rate questions and has been sucessful in having them adjusted and in a great many cases reduced so as Alberta would be placed on the same basis as other shipping points of the same distance marketing at the same place.

Another message that I bring from Alberta, is a message to the producer,—that more eggs and butter, cheese and poultry, be produced in Canada and of the highest grade that can be obtained, so as to enable the increase of our exportation to the Mother Country of which at the present time we all well know the War conditions. Canada has before her at the present moment the opportunity of her life time for procuring and supplying the food products to the Mother Country market, and let us all put our shoulders to the wheel and let the password be for 1916: "More farm pro-

ducts for the Mother land", and if this is followed out the wealth in this country will be unspeakable.

Increase in Mixed Farming

I have prepared a few figures, pointing out to you what the Province of Alberta has done in the past two years. Alberta's population is 300,000.

Alberta has 13,500 dairy farmers and operates 15 central creameries and 43 local creameries, making a total of 58 creameries. We also have 13 cheese factories in operation, while in 1914 we only had 5 cheese factories. The above factories are all buying their products from the farmers on a strictly graded basis and paying on graded prices. This grading, which has been introduced by the Hon. Duncan Marshall, and our Dairy Commissioner, C. C. Marker.

The following are the figures of butter, eggs, cheese and poultry produces in Alberta in 1914 comparing with 1915:

1914.			
Eggs	cs.	61,000	$ 396,500.00
Butter	lbs.	5,450,000	1,362,500.00
Cheese	lbs.	70,587	10,235.12
Poultry	lbs.	665,000	79,800.00
			$1,849,035.12

1915.			
Eggs	cs.	96,000	$ 621,000.00
Butter	lbs.	7,400,000	1,961,000.00
Cheese	lbs.	372,693	57,767.41
Poultry	lbs.	887,000	110,873.33
			$2,750,640.74

An increase over 1914 of total production of $901,605.62 while our creamery industry shows an increase over 1914 of 195,000 lbs. or 35.78 per cent.

We are all busy increasing the production of our fields and producing food for our own people and expecting within a year or so to export more to the Mother Country. Alberta is doing her share towards the Mother Country in these trials of War. It must be remembered that Alberta has a population of about 300,000, and up to the present time, she has sent her sons, the bread-makers of Alberta in the neighborhood of 37,000 men, a little over 10 per cent. of her population, and we are given to understand that our chief, the Hon. General Sam Hughes, expects us to recruit 39,000 more men.

And it must be remembered that we, the produce merchants of Canada are what is termed in the financial world "The clearing house for the producer and storekeeper"; that we play a very important part in this Dominion in building up the marketing of agricultural products, and it is for us to go very carefully into each matter.

ALL SHOULD READ IT

MacLean Publishing Co.,

Dear Sirs,—Enclosed please find $2 *for Canadian Grocer for* 1916.

I would miss it very much. Every merchant should be a subscriber.

Campbellville, Ont.

C. A. ELSEY.

A Puzzling Advertisement

TAKE a look at the enclosed advertisement clipped from a Canadian daily paper. Our Montreal representative has passed it along apparently with the supposition that we are fond of solving puzzles. Read it over yourself and let us know to what class of trade it refers.

The Montreal editor—who by the way has not yet found it advisable to venture into the ranks of the benedicts—has an idea that it is for the married men only, and that he is not supposed to know.

Let us analyze this little advertisement, and probably we can then determine to what it refers. Take the first line, for instance. "Hard to Beat." This may have some reference to Jess Willard, the British Navy, or possibly it refers to the Canadian troops in the trenches. But the last line smashes this theory. The article, it says, is to be found "at your grocer's." The second line says it is absolutely dependable. There are many things that are absolutely dependable. In fact, every manufacturer under the sun sends out goods only that come under this category.

"Rare in Quality" is the third characteristic. This, if we were not advised to get it at the grocer's, might cause one to think it had reference to some Oriental carpet or drapery; or it might be an atmosphere in some Southern winter resort.

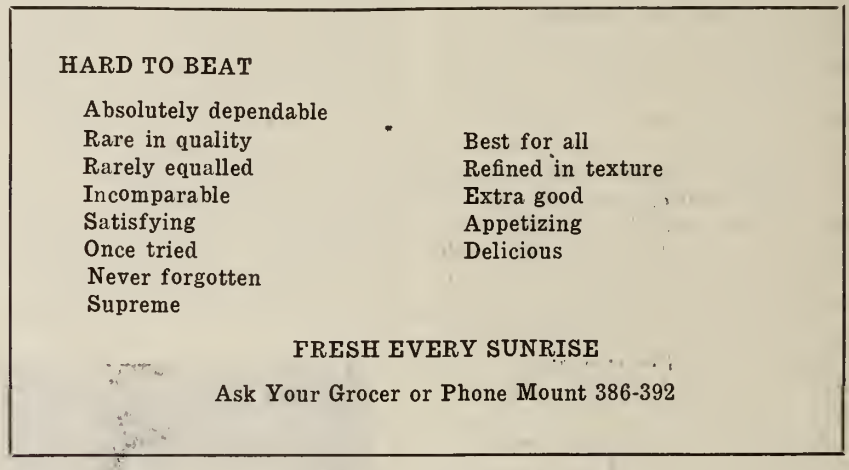
Then we are told that it is "rarely equalled." Might it be the moonlight among the Rockies, or would it have reference to the height to which some modern aviator ascended?

It is also "incomparable." That is a strong statement. In fact, it is a sweeping statement. There is nothing in the world to compare with it. This sounds like a novelist's reference to the amorous characteristics of the hero and the heroine. Also it is "satisfying." Might it be a cooling beverage? This is the first ray of sunshine through the cloud. Certainly beverages are sold by grocers.

Again, "Once Tried, Never Forgotten." This sounds as if someone had tried to jump on to the pavement from a ten-storey window. "Supreme" would indicate that there is a throne mixed up in the mystery.

It is too "Best for All," "Refined in Texture," "Extra Good," "Appetizing" and "Delicious." There you have it "appetizing.' It must be something to eat. Can it be a fruit, something in a can, a confection, or is it a dessert? Yet we are in the dark.

What is it? It looks as if we would have to give the puzzle up. But, ah, here we have it. We almost overlooked that it is "fresh every sunrise." Can it be our old friend the Staff of Life?



Puzzle—What is being advertised here?

PEPPER MARKET STILL ADVANCES

A Canadian spice manufacturer writes a Canadian Grocer as follows:—"As far as we can make out the spice situation is getting more serious every day. We have for the last two days been trying to buy a little lot of black pepper in New York, and rather unwisely made an offer below the price quoted. The parties advanced on their first quotation a half cent. In the meantime we had got another offer and thought it only fair to make an offer an eighth under other parties. The holders wired in reply asking another half cent. In other words there was a rise of a cent in twenty-four hours. We do not believe that you can write any too strongly on the serious position of the market.

Kenneth McKenzie, formerly with Peter Clark, grocer, Sarnia, Ont., has enlisted with the battalion at Edmonton for overseas service.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

W. H. Halford of the Furuya and and Nishimura Company has just returned from a trip through the Canadian West and reports conditions there as being very good.

Wiley Smith, one of the wealthiest and most widely known of Halifax merchants, died February 28th. Mr. Smith was president of the Acadia Sugar Refining Company, and a director of the Royal Bank.

The Canadian Oriental Produce Co., of Montreal, manufacturers of Turkish Delight and other confectionery lines are moving to a new and modern plant at 150 St. Urbain street. They are installing new machinery, and will manufacture various confectionery supplies.

Ontario

John A. Halliday, grocer, Merlin, Ont., sustained a fire loss recently.

T. B. Cramp, Limited, grocers, Orillia, Ont., have obtained a charter.

Rolson Rinker, who up till about eight years ago conducted a grocery business in Kincardine, died February 22.

H. M. Foy, Eganville, Ont., has disposed of his general mercantile stock and business to John Reeves.

From the first of March, Wednesday afternoon closing will be observed by all stores in West Toronto, with the exception of druggists.

R. Gauthier, of Cochrane, Ont., is moving from his present quarters and taking over the grocery store of S. Leger, of that place on March 1st.

James M. Chislett, who for the past fifteen years has conducted a general store at Rednerville, Ont., died while visiting friends in Pennsylvania.

John Steele, who has had charge of the Aylmer Condensed Milk Company's store, Ross street, St. Thomas, Ont., has accepted a position with Silverwood's Ltd., London, and will assume his duties there in the near future.

T. J. Reed, general merchant, Providence Bay, Manitoulin Island, was a visitor in Toronto this week. Mr. Reed who is an old subscriber of Canadian Grocer called at the Toronto office of this paper before returning. He states that business last year was never better in his district.

The new premises being erected by the Harding wholesale grocers, on St. Catherine street, St. Thomas, Ont., are nearing completion. The new building is three-storey with a large basement. All the latest improvements are being installed including a modern elevator. Mr. Harding expects to move from the premises now occupied by them on Talbot street in the course of a week.

The stork presented W. J. Scott, Northern Ontario representative of Jersey Cream Factories Limited, Hamilton, with a leap year boy on Feb. 29.

The Retail Merchants' Association have organized a branch in Oshawa, Ont. An oyster supper was held on the occasion of the reorganization and addresses were delivered by Provincial Secretary W. C. Miller and M. Moyer, organizer. The president of the Oshawa Association is J. E. Beaton, a grocer. Some 25 members have already been enrolled. Among the towns and cities which are being organized by the Retail Merchants' Association are Dunnville, Hamilton, Weston and Port Perry.

Western Canada

The stores in Brandon held a Dollar day last week.

Short's Grocery, Edmonton, has moved to a new location at 9953 Jasper Ave.

W. Stark, general merchant, Terence, Man., is succeeded by Stewart & Palmer.

W. C. Hemenway, general merchant, Carman, Man., has sold to S. J. Staples & Son.

R. J. Barber, general merchant, Tregarva, Sask., has sold to Stewart & Steele.

The B.C. Milk Condensing Co., of South Sumas, B.C., have sold out to a Chicago company.

J. A. Munro of the Codville Co., Winnipeg, has been made office and credit manager of the Brandon branch.

Jas. Ramsay head of Jas. Ramsay, Ltd., Edmonton, has left for Europe, and will call at eastern points enroute.

A. J. Bell, supt. of the Government liquor warehouse, Saskatoon, has obtained a commission in the army, and has resigned his position.

A fire broke out in the store of Kenneth Smith, Seal Cove, Prince Rupert, B. C. on Wednesday, Feb. 9th, which completely destroyed the store.

E. Nicholson of Nicholson & Bain, commission brokers, who underwent an operation in the General Hospital, Winnipeg, recently, is reported to be improving.

Frank Price, Brandon, Man., has been down East for a few weeks, and stopped off at Winnipeg on his way West.

The store of Bert Freed, 101st street, Edmonton, Alta., was slightly damaged by fire February 16th.

J. Jackson, general merchant and post master, Brackendale, B.C., sustained a fire loss a short time ago.

James Bruce, who has been associated with the Credit Men's Association for 14 years, will open a store at Warner, Alberta.

J. E. Sheirlock's fruit and confectionery store, at Golden, B.C., together with contents, was totally destroyed by fire last week.

A packing plant which will specialize in pork and beans, sausages, corned beef and smoked hams, will be opened at Regina in the spring.

A despatch from Red Deer, Alta. says that the J. C. Boyle Pork Packing plant will be located in that city, and not Calgary as recently stated.

D. G. McNair, who has been in charge of the grocery department of D. G. Craig's store, Wolseley, Sask., for the past two years, has left to take a position with the Campbell, Wilson & Strathdee Co., of Regina, as traveller, with headquarters at Outlook.

The city of Winnipeg has been considering a daylight saving scheme the idea being to put the clocks one hour ahead so that people will rise in the morning and retire one hour sooner, thus getting the benefit of more daylight during the summer months. The same idea is being considered by Saskatoon, and has been tried out in past years by Regina.

Among those in attendance at the conference of the Western representatives of the A. Macdonald Co., in Winnipeg last week, were the following: F. H. Semmens, of Saskatoon; A. F. Ritchie, Battleford; W. A. Blair, Moose Jaw; J. D. Sullivan, Port Arthur; J. Downey, Edmonton; A. Marshall, Lethbridge; M. S. Snyden, North Battleford; and W. H. Kennedy, Yorkton.

The Saskatchewan Provincial branch of the Retail Merchants' Association has behind it a successful year's work for 1915, and can now boast of a membership of about 2,000 from all parts of the Province. In addition to that it has play-

ed no small part in the bringing about of legislation and amendments to various Acts for the benefit of the merchants of the province. The annual convention of the association is to be held in Regina, on May 9, 10, and 11, and a special committee at Regina, in conjunction with the provincial office in Saskatoon, is strenuously working on the arrangements for the convention.

Matheson & Jacobson, Model Grocery, announce that they have acquired the grocery business lately conducted by Guhr & Co., Columbia street, Sapperton, British Columbia.

Wm. MacKay, formerly of the W. W. Cooper Co., and Mr. John Law, formerly of Bertin's, Ltd., have purchased the grocery business of N. E. Pletch, Swift Current, Sask., and will take charge immediately, going under the name of Law & MacKay.

The apple growers in the Kootenay district, B.C., are looking forward to one of the largest crops next year ever harvested in the history of the valley. During the past years the growers have made considerable strides in the handling and shipping of the fruit to market.

A Saskatoon, Sask., despatch says: An application will be made at the next session of the Legislature for an act to incorporate a company to be known as the Retailers' Trust Company with power to conduct a mortgage, loan and trust business.

How the soft fruit has come through the cold spell is still a matter of much speculation in the Okanagan Valley, B. C. Several ranchers recently reported that the heavy frosts had cracked the bark on many of their cherry trees. This is, of course, fatal to the trees. It is not believed that the damage from this source is by any means general.

W. A. Blair, secretary of the Vancouver Board of Trade, is of the opinion that the extra duty on imported apples will be the making of the apple industry in British Columbia. With the bars up against outside fruit, he thinks the British Columbia product will now find a more ready sale on the local markets. The former duty of 13½ cents a box on apples was not sufficient, he claims to prevent slaughtered goods reaching Vancouver market. On Friday nights, Seattle brokers, he says, looking over their stocks, often found that they could and dumped them on the Vancouver market.

Mr. Runciman for the British Government has made a provisional list of goods to be affected by proposed embargo on the import of what are termed as "luxuries and semi luxuries" to Great Britain. This list includes apples and fruit of all kinds except bananas, other articles not affecting the grocery trade are mentioned.

C. E. W. Yelland.—As a token of the esteem in which they hold him, the fellow-workers of C. E. W. Yelland, head bookkeeper of Carter's Tested Seeds, Inc., Toronto, presented him with a gold wrist watch on the occasion of his leaving to train for active service. He is joining the artillery.

J. Matthew Peebles, who has been an employe in the accounting department of Balfour-Smye & Co., wholesale grocers, Hamilton, Ont., has enlisted. The company and the employes presented him with a leather money belt, well filled, and a wrist watch. Accompanying the presentation was an address of appreciation of his worth from the company and expression of good wishes for his future success as a soldier of the King.

M. Bull, managing director of Royal Crown Soaps, Ltd., Winnipeg, received word last Saturday that his son, Lieut. Bull, had been wounded at the front.,

Norman A. Magor, vice-president of Magor, Son & Co., Ltd., 191 St. Paul Street, Montreal, has left for the front, and will join his brother in England. Both are sons of J. H. Magor, president of the firm, and both have certificates in the aviation service, having completed their course recently at Augusta, Georgia. These young men are attached to the Royal Navy.

G. S. Blackwell, son of George Blackwell, general merchant, Holland, Man., is "somewhere in France" doing his bit. He is attached to the 4th Infantry Brigade as telegraph operator. Another son of Mr. Blackwell, Robert — and one of twins—has enlisted with the Southern Manitoba Battalion under Lieut.-Col. Lightfoot.

* * *

Salada Tea Co.—The following employes of this company have volunteered for active service with his Majesty's overseas:—

From Toronto—A. S. Dean, Royal Canadian Navy; P. J. Clockling, 3rd Battalion (missing, April, 1915); F. Chenery, 3rd Battalion; R. E. Brown, 3rd Battalion (killed in action, October, 1915); T. W. Pardey, 1st Battalion Div. Sig. Corps; G. R. Larkin, C.A.S.C.; A. Thomson, 35th Battalion; W. F. Robertson, 30th Battery; W. J. Wiggins, 84th Battalion; A. L. Pole, 84th Battalion; J. Burgin, 81st Battalion; F. M. Brown, Royal Canadian Dragoons; W. Fairborn, 126th Battalion; L. Dawson, 126th Battalion; F. Bedford, 12th York Rangers; A. L. MacDougall, 34th Battery; F. Lawson, 124th Battalion; C. Snelling, 95th Battalion; R. Hughes, 75th Battalion; J. Reid.

From Montreal—W. Morrison, Royal Victoria Rifles; G. Boland, 5th Royal Highlanders (prisoner); D. Whitton, Canadian Engineers; T. Liddell, 38th Battalion; A. Reid, 42nd Highlanders; R. McLaughlin, 14th Battalion (wounded); E. Paine, C.A.S.C.; A. Ashe, C.A.M.C.; J. Douglas, C.A.M.C.; H. D. Donaldson, C.A.M.C. (wounded); J. McQuade, 5th Canadian Mounted Rifles; W. M. Robinson, 60th Battalion; M. Mason, 73rd Highlanders; W. J. Dixon, 148th Battalion; J. Liddell, 148th Battalion.

From London, England—H. Claridge, Prince of Wales' Own.

CARWRITING MADE EASY

(Continued fro page 25)

Keep the Pen Clean

Too much cannot be said about the proper care of pens. If the pen is to give satisfaction it must be kept clean. It must be washed with the same care that the brush requires. If the ink is allowed to remain on the pen it will dry and corrode, and in that condition it would not allow the ink to flow properly when next time it is in use.

Figure 1C shows a good method for keeping the pen in working order. Keep an ordinary tumbler with just enough water to cover the lower part of the pen nib. This will prevent the ink in the retainer from drying out. Change the water in the glass often. If the pen nib should become dry or corroded, remove the retainer and wash thoroughly. A light solution of lye and water will be found excellent for this purpose.

"A" shows the round writing pen and "B" shows the pen with the ink retainer drawn over it ready for use. There are eleven sizes in this style of pen. No. 1, 1½, 2 and 2½ will be found the most useful sizes, and will prove a good assortment.

HAVE OPENED MEAT DEPARTMENT

Robert Kirby, grocer, Sarnia, Ont., opened on March 1st a fresh meat department. In announcing this to the trade, he said: "We will carry a full line of fresh, salt and cooked meats of every kind. This addition to our grocery department should receive your kind patronage. We would appreciate a visit from you." The department will be in charge of Jas. A. Liddon, while Mr. Kirby will look after the grocery department. This store, besides handling groceries and fresh meats, also sells chinaware, flour and feed, fresh fish and oysters, ice cream, confectionery, small wares, etc.

Dearer Tapioca Coming: Sugar Firm

Freight Situation's Effect Upon Sago and Tapioca Worse and Worse—Tea Firm in London—Rumors of More Duty There and in East — Condensed Milk Higher — Split Peas Down a Trifle—Nutmegs and Peppers Getting Firmer.

Office of Publication, Toronto, March 2, 1915.

NEWS that will be welcome to the public and not at all unwelcome to the trade is the decline which took place in flour this week. This dropped 20c a barrel and together with the last week's drop of similar size the price of flour has decreased 40c within the last two weeks. This column stated a couple of weeks ago that a quietness in the market was not at all unexpected and when this materialized into a definite easement in prices, the trade was not surprised. The fact of the matter is flour market has been a victim, as it were, of a number of complicating influences. The matter of ocean freights has got steadily worse. Notwithstanding the exceptionally high prices which have been demanded by shippers for room on ocean-going vessels, this room was by no means always available. In fact reservations which have been made sometimes six weeks or two months before the date of shipping have been cancelled on the exporter at last minute. Naturally this reacted on the export demand for goods, which ceases when importers overseas can't procure supplies of flour ordered. English importers cannot be certain of just when they will get them or whether they would reach here at all. Overseas buyers are just as anxious as ever they were for flour and wheat but they naturally, even in a time of war, want to be as sure as possible of when they may expect arrival. So that export demand, owing to the tie-up in freight, has slackened. Also the Argentine and Australia have both been exporting supplies of wheat, as both of them had exceptionally large crop surpluses.

The wheat market in Canada during last week or ten days has tumbled extraordinarily. Drops of 3 and 4 or 4 and 5c a day have been noted, although at time of writing there seems to have been a check and partial recovery. The outlook at present shows no sign whereby one may be safe in either predicting an advance or further decline.

New-laid eggs have now gotten down to a price where consumption has become much more free and there is great demand, a better demand than deliveries can take care of. Nevertheless, prices still continue to show a slight decline and probably will for some time. Inasmuch as the American market is exceptionally supplied with new-laid eggs. These can be laid down in Eastern Canada at present at a price of 26½c per dozen and so long as that condition remains, the price of new-laids in Canada cannot very well go much above what it now is. In other words, the excess of new-laids in America, which is exportable, is a sort of sword of Damocles hanging over the heads of Canadian eggmen. Supplies of Canadian new-laids continue to come more and more easily and should gradually reach up to the condition where they can adequately take care of demand. At present, however, this condition does not exist and prices are firm, though owing to conditions mentioned above, it is not likely they will go higher.

Markets in Brief

QUEBEC MARKETS.

GENERAL MARKETS—
Sugar market strong.
Tapioca prices advancing.
Condensed milk up 15 cents.
FLOUR AND CEREALS—
Flour declines another 20c.
Rolled oats down 20c.
Feeds are steady.
PRODUCE AND PROVISIONS—
Lard declines slightly.
Hogs are off 25c.
Fresh eggs firmer.
Western demand for houey.
Poultry is higher.
FRUIT AND VEGETABLES—
Spys and Greenings up.
Potatoes decline 10 cents.
Lemons again decline.
Boston and curly lettuce easier.
FISH AND OYSTERS—
Good demand for fish day.
Advent of Lent good factor.
Scarcity of frozen fish.
Haddies are scarce.
Number of advances in price.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Decline in flour; 20c.
Several cereals easier.
Feeds in good demand.
Flour export trade hit.
FISH AND OYSTERS—
Fish day trade good.
Whitefish in demand.
Oysters slow sellers.
Tie-up in cod supplies.
FRUITS AND VEGETABLES—
Celery higher again.
Turnips and spinach selling.
Navels stiffen in price.
Onions in same case.
Grapefruit good seller.
PRODUCE AND PROVISIONS—
Lard prices trifle lower.
New laids getting cheaper.
American situation peculiar.
No change in cheese.
Dressed chicken higher.
Butter levels firm.
GENERAL GROCERIES—
Tea firm in London.
Strong situation in dates.
Sugar may be higher.
Peas down a little.
Spice list strong.
Condensed milk up.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour weakens with wheat.
First patents now $6.60 bbl.
Rolled oats much easier.
Oatmeal declines in sympathy.
Feeds firmer; better demand.
FRUIT AND VEGETABLES—
Potatoes still at high price.
B.C. box apples take jump.
Mushrooms advance to 90c.
Squash and pumpkins gone.
Red Globe onions higher.
FISH AND POULTRY—
Few quotations changed.
Better demand for fish.
Poultry receipts still poor.
PRODUCE AND PROVISIONS—
Egg market changing.
New laids at 33 to 38c.
American eggs coming in.
Bigger receipts of live hogs.
Lard market steady.
GENERAL GROCERIES—
Many lines of spices advance.
Rios and Santos are higher.
Splits steady at $6.15 for 98's.
Evaporated apples cheaper.
Dearer tapioca and sago coming.
Sugar firm at high figure.

Quebec Markets

Montreal, March 2.—During the week general upward trend of the grocery markets has continued, with particular emphasis on imported lines, where there are several advances in prices recorded. Conditions in ocean transportation continue without improvement; in fact, on other hand, uncertainty regarding threats of the Germans to extend their submarine campaign on March 1 has been an additional factor for apprehension in relation to arrivals. Although up to present there has been really no famine as regards more important staples, at same time there is scarcely a week passing that does not see exhaustion of supplies of certain small items which disappear from price lists, and will probably not be seen again until end

of the war. As result of the conditions referred to, there has been an added firmness in such lines as teas, sugar, rice, etc., as well as actual advances in spices, tapioca, and minor items.

A feature of the domestic market has been a further decline of 20c in the quotation for spring wheat flour, the basis now being $6.90. This weakness has developed in sympathy with a marked decline in wheat.

On February 25 the Borden Milk Company announced a general advance of 15c per case on condensed (sweetened) milks. There is no change in Eastern prices of evaporated lines. The reason for the advance is the higher price of sugar. An advance of 1c per pound in sugar increases the cost of production of condensed milk by 20c per case. To-day sugar is 2.61c above time when war started. Therefore, increase in the cost of production of condensed milk amounts to 40c on the sugar basis alone, that is without taking into consideration the increased cost of packing. An advance of 25c was made in the earlier portion of the year, and this second advance of 15c covers the total increase in cost on the sugar basis without consideration of other advances in the cost of production. Sundry brands have not yet advanced, but it is expected that such a step will not be long delayed.

Ice cream salt has advanced 10c per bag of 140 pounds, and is not quoted at $1.10. Roquefort cheese has taken another increase of 2c, and is now quoted at 58c. Limburger cheese has also advanced from 23c to 26c. Cod liver oil is 10c higher, which is now quoted at $3.50 to $3.75 per gallon.

SUGAR.—In sympathy with strong position of raw market, whole situation in sugar is firm on recent advance; and, while there is no talk of an immediate advance, a change, if made, would be more likely to be up than down in view of the conditions prevailing. Chief factor in situation continues to be the difficulty in securing sufficient deliveries in New York, but there is some difference of opinion as to whether this is altogether due to shortage of tonnage, or whether the Cuban producers may be taking advantage of conditions, and their strengthened financial position as result of recent high prices, to hold supplies with idea of manipulating the market. Recently there have been further advances in freight rates, and New York reports increased strength. Wholesalers bought in good volume prior to last advance, which was largely discounted by them, and, as purchases by retailers have not been heavy, there are still fair stocks available.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 75
20 lb. bags	6 85
2 and 5-lb. cartons	7 00
Extra Ground Sugars—	
Barrels	7 10
50 lb. boxes	7 30
25 lb. boxes	7 50
Yellow Sugars—	
No. 1, 100 lb. bags	6 35
Dark yellow, 100 lb. bags	6 15
Bright yellow, bbls. only, cwt.	6 60
Powdered Sugars—	
Barrels	6 90
50 lb. boxes	7 10
25 lb. boxes	7 30
Paris Lumps—	
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Crystal Diamonds—	
Barrels	7 35
100 lb. boxes	7 45
50 lb. boxes	7 55
25 lb. boxes	7 75
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 15

DRIED FRUITS.—While quotations on dried fruits remain generally unchanged, market shows firmness in all lines, and is especially strong as regards California figs. Owing to exceptionally good demand, and difficulties in getting supplies of Turkish figs, there was a sharp advance in California primary market; following announcement of opening prices there was a sharp advance, and quotations were promptly withdrawn. Should these conditions continue in primary market logical development will be higher prices locally. Some California firms are quoting prices on new prunes, but at this time quotations appear to be more speculative than anything else. Although primary market for currants has recently shown advances, wholesalers do not appear to be increasing quotations to the trade, as level reached already is so high that consumption is being encouraged rather than to allow the accumulation of heavy stocks to be carried through the summer; a readjustment of last week's advance is made on this account.

EVAPORATED FRUITS.	per lb.	
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced	....	0 11½
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10	0 11
Choice seeded, 16 oz. pkgs.	0 09½	0 10
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

MOLASSES AND SYRUPS.—Local market is quite strong at present quotations. There has been no improvement shown since last report in conditions regarding transportation facilities, and as time passes, difficulties in connection with deliveries become more acute. The Canadian West India Association, composed of importers and wholesalers, is approaching the Government with a view of securing at least a temporary concession as regards importation of molasses, which would assist in solving the present difficulty. It is pointed out that whereas the tariff regulations require that shipments be brought in through a Canadian port, other products from the South come through New York and still enjoy British preferential tariff. At present difficulty is in getting sufficient tonnage to Halifax and St. John; could the change in regulations referred to be secured it would mean an advantage in securing supplies and of about 3 cents in price as compared with bringing shipments through New York under the existing conditions. There is always a possibility, however remote, of a ship being secured to bring in a special shipment, and no doubt efforts are being made in this connection, although there is nothing to indicate success.

	Price for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices:" No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Most important news received this week in connection with spice market is in regard to nutmegs. It seems from cables it is impossible to state definitely what advance is, but it is undoubtedly a very considerable one. Present quotations in local market are not affected for time being, but undoubtedly the change will be reflected in the future. Generally speaking, situation continues to be erratic in its movements, and result is that there is a wide range of prices quoted with many figures only nominal—this appears to be largely influence of available old stocks as against the present market cost of importation. It is safe to say that there has been no improvement as regards primary situation since last report, but rather the contrary. In view of unsettled conditions prevailing some readjustments in quotations are made to cover the increasing range in prices.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 24	....—0 85	....—0 29
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	0 30—0 32	....—0 90	....—0 35
Cream tartar—55 to 60c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 90—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 40—0 60	....—0 40	....—0 75
Pepper, black	0 22—0 25	0 85—0 90	....—0 26
Peppers, white	0 32—0 35	1 15—1 20	....—0 37

Pastry spice	....—0 22	0 95—1 20	....—0 29	
Pickling spice	0 16—0 18	....—....	....—....	
Turmeric	0 21—0 23	....—....	....—....	
Lower prices for pails, boxes or bailers when delivery can be secured.				
Cardamon seed, per lb., bulk		2 00	2 50	
Carraway—				
Canadian		....	0 13	
Dutch		0 20	0 22	
Cinnamon, China, lb.		0 14½	0 16	
Mustard seed, bulk		0 19	0 23	
Celery seed, bulk		0 36	0 46	
Shredded cocoanut, in pails		0 18½	0 22	
Pimento, whole		....	12-15	

RICE AND TAPIOCA.—As has been reported for some weeks past, rice market is in strong position, but there does not appear to be any prospect of an immediate advance. Transportation conditions are controlling this market almost entirely at present, and there seems to be no hope of any improvement for some time to come. It is generally thought that when a bigger demand for rice develops with warmer weather that prices will advance. The market for tapioca is strong, and it is pointed out that the cost of importation is to-day about 8 cents. Whereas some wholesalers are still selling at 7½c cents, others have advanced seed about half a cent and pearl a cent.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	6 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna—		
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07½	0 08
Seed, lb.	0 08	0 08½

NUTS.—Soft shelled Tarragona almonds are a little easier, and quotations have declined 1c to 1½c—now being quoted at 16c to 16½c. Marbots also are a little easier, and are quoted at 13½c to 14c. Some filberts are selling at less than our quotation of 34c, spread being 32c to 34c. Peanuts have advanced about 1c for large roasted Americans, and are now quoted 8¼c to 12½c. New Brazil nuts will be coming in next week; they are said to be of good quality, and will sell at 14c to 15c. There will be more coming in April, and these will be a little cheaper.

Almonds, Tara, new	0 16	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08¼	0 12½

TEA.—There appears to be a general and gradual strengthening of the tea market. Indications are that there are plenty of supplies available, but difficulty is in getting delivery. One wholesaler points out that teas he ordered three months ago are not here, and there is no intimation as to when to expect them. Under these conditions, although spot stocks may appear to be quite sufficient, there is a disposition on part of holders to conserve their holdings. There is considerable uncertainty in regard to the future, as, with threat of wider submarine activity on part of the Germans, it is just possible that transportation may be further interfered with.

COFFEE.—There are no new features as regards the situation in coffee market this week. Business is good and quotations remain firm. There is no improvement in regard to the conditions surrounding the difficulties of transportation.

DRIED VEGETABLES.—Demand has improved for all lines of dried vegetables during past week. Buyers are careful, but business has picked up considerably. There are still a lot of cheap dried white beans of poor quality coming from Ontario—about 7 and 9-lb. pickers.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

Ontario Markets

Toronto, March 2.—Several specialty lines show advances. Notable among them, is condensed milk, on which prices have been advanced owing to big supplies having been exported to England. Price of sugar, too, has been a factor. Cod liver oil, another line which interests grocers, has also advanced slightly. The continued high state of the cheese market is reflected in Roquefort and other fancy cheeses, which also show an increase in cost.

Now that we have gotten over the time of wondering whether or no there was going to be a tax on tea in this country, the case of England may be considered. Mincing Lane talks of another 6d. a pound. Twelve cents additional tax when present one is 24 cents is "some" tax. A house here with a London branch has a letter which says, in part: "There is a slightly easier market (this was written on the Feb. 16) and if it were not for war risk, I would certainly advise waiting now. As usual before the Budget comes down there are the customary rumors of increased duty, and it certainly appears that another sixpence a pound may be imposed. This should certainly cause a big drop in the market, but then that result was imagined at the time the last tax went on, instead of which the market went up."

It is hard to say what effect a further tax would have on the London market. Consumption continues to grow amazingly, demand for the soldiers being an important factor. Russia also still buys very heavily and shows no sign of decreasing her consumption, France also is drinking more tea than ever before. On other hand—if they could only get out—there are heavy supplies in the East, where the crops have been so good. The trouble is they can't be sent forward speedily enough. Also, for the most part, good quality stuff is shy.

Freights continue to affect almost every line adversely. The situation in tapioca is complicated by them to such an extent that sharp advances are predicted and we have already had a taste of them. Spices and some fruits are in the same case. So are coffees. So far as our end of it is concerned, export business from Canada is more and more knocked on the head. Boats simply can't be found to carry the stuff over, even though exorbitant rates are charged. St. John, Montreal, Portland, Boston—all these are congested with goods awaiting vessel room. Net result to the retailer, is of course, as to the broker and wholesaler, higher prices, which must be made good by higher prices to the public.

SUGAR.—Locally there is a strong, healthy position; raw market is strong, and higher prices are looked for. Demand is good for the time of year, and from present conditions and healthy trade, it looks as if the first change in price will likely be upward. New York, consistently strong, took on enhanced firmness on Wednesday. At present what looks like a deadlock exists; lack of pressure of raws is noticed, but refiners at present are not keen on paying prevailing prices. Nevertheless, shippers feel that refiners eventually must pay the price. Meanwhile, Cuba has stacks of sugars accumulating for lack of transportation. This does not displease Cuba. The pre-war days and today are very different for the Cuban. Then, he had not too much "ready," and was eager to sell. Now, after the last two years, his pockets are lined, and he can afford to hold. Then, the refiner sitting in New York, was calmly indifferent and bought at his price. Now 'tis the Cuban who is indifferent, for he can sell at his price—or hold, which he is well able to do. No decline in prices is looked for.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 81
20 lb. bags	6 91
10 lb. bags	6 96
2 and 5-lb. cartons	7 10
Nova Scotia refined, 100-lb. bags	6 71
New Brunswick refined, 100-lb. bags	6 75
Extra Ground Sugars—	
Barrels	7 21
50 lb. boxes	7 41
25 lb. boxes	7 51
Powdered Sugars—	
Barrels	7 01
25 lb. boxes	7 41
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 66
Cartons (20 to case)	8 11
Cartons (50 to case)	9 01
Crystal Dominoes, carton	8 46
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 66
25 lb. boxes	7 66

Yellow Sugars—	
No. 1	6 41

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—There is little new in molasses. Inquiries are only fair, and orders hand-to-mouth only at present. Higher prices reign, of course, and trade may be holding off. But this market never displays as much interest in molasses as Montreal. Syrups evince a hand-to-mouth demand at reigning levels.

Corn Syrup—		
2s, per case 2 doz.	2 60	2 73
5s, per case 1 doz.	3 00	3 08
10s, per case ½ doz.	2 90	2 96
20s, per case ¼ doz.	2 91	2 97
½ barrels, per 100 lbs.	....	4 40
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 15
5-lb. tins, 1 doz. to case, per case		3 50
10-lb. tins, ½ doz. to case, per case		3 30
20-lb. tins, 3 tins to case, per case		3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls.	0 57
New Orleans, ½ bbls.	0 36

TEA.—Cables from London indicate that Monday's market on Ceylon was firm, though no advance was registered. Mincing Lane is busy discussing the rumored increased tax on teas in England, and also an export duty said to be going to be imposed on teas leaving Ceylon and India. Locally, market shows a fair demand, with a feeling in some quarters of uneasiness at movements of international importance. Generally speaking, tea would appear to be a good buy at present. From what one may learn, possibilities of a tax caused comparatively little speculation locally, and retailers appear to be slightly stocked. There has been a noticeable brisking up in demand recently, which would bear this out. Tea is not considered a good line at any time in which to speculate to any extent, as holding for any length of time means deterioration.

DRIED FRUITS.—There is a sudden firmness noted in Fard dates, due to conditions abroad. Locally, demand for these is fairly even, showing little feature; but New York and London conditions are interesting, because sooner or later they will affect us here. The small shipment, due to reach New York on the 4th, on the "Forerick," has all been eagerly snapped up. Importers report the cargo oversold, and gave out that orders would, therefore, have to be cut down. As there are no more Fards due to reach New York till April, this will probably affect local market, where stocks are by no means heavy, and where replenishments were looked for from the "Forerick." Prices on Fards here, then, are strong. London advices report continued strength in Persians, too, and since our last writing New York has advanced prices once, reporting that still further increases may be necessary.

Prunes have strengthened here, following primary markets' lead. California has ben heavily exporting same on British and French demand—1915 crop stuff is much firmer at the Coast. Locally, demand is good and stocks are not too heavy. Fifties are reported short at the Coast and higher in price; 1916 crop stuff has not displayed much activity; there is more talk than anything else.

Raisins have firmed up a little, on a better demand. These have not shown much interest latterly. Foreign buying is strengthening the situation in California.

Currants, for once, display a slight easiness, local trade taking little interest at the moment. There is an easier feeling in Amalas in New York.

Peaches and evaporated apples and apricots are all good buys at present, which fact seems to be appreciated by the trade, who are buying well.

Peels are dull, with only fair demand.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants"		
Filiatras, per lb.	0 12½	0 13½
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 06¾	0 07
Stds., 50-lb. boxes	....	0 06¼
Choice, 25 lbs., faced	0 07¼	0 07½
Extra choice, 25 lbs., faced	0 07½	0 07¾
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—All lines are in only fair demand. There is no special feature.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15¼
Walnuts, Bordeaux	0 11	0 [illegible]
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Good beans are still hard to get. There are supplies coming, but for most part they are inferior, and not worth high prices called, which are necessary because of scarcity of A1 stuff. Peas are coming along more plentifully now, and price has been shaded a little. We now quote 6c to 6¼c for split peas, which is down about a quarter of half cent.

Beans, choice primes, bush	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 06	0 06¼

SPICES.—Firm market all round. Good demand exists for black and white peppers, cream of tartar, and cassia particularly. High freight rates and scarcity of shipping operate to keep market high. Peppers are shy in New York; there is little afloat, and Europe is reported bare. Cassias are scarce on spot, and in New York, both markets awaiting the "Daylight" with further supplies. Price is up a couple of cents in Toronto. Nutmegs also are higher, and we quote 35c to 40c for brown, and 37c to 42c for ground. Whole range of spices is very strong, and any and all are good buys at present.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	—0 19	0 16—0 18
Allspice, whole	—....	....—0 15
Arrowroot	—....	0 15—0 20
Bay leaves	—....	....—0 20
Bicarb. soda	—....	....—0 03½
Caraway seeds	—....	....—0 25
Sassia, whole	—....	0 25—0 30
Casia, ground	0 16—0 18	0 25—0 32
Cayenne	—....	0 30—0 35
Cayenne, Jap. chillies	—....	....—0 40
Celery seed	—....	0 45—0 50
Celery salt	—....	0 30—0 35
Celery pepper	—....	0 30—0 35
Cinnamon, Batavia	—....	0 30—0 40
Cloves, whole	—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	—....	0 28—0 30
Ginger, African, ground	—....	0 14—0 18
Mace	—....	0 85—1 00
Mustard, pure	—....	0 23—0 30
Mustard seed	—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	—....	0 37—0 42
Pastry spice	—....	0 25—0 30
Paprika	—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	—....	0 30—0 35
Pickling spice	—....	0 18—0 22
Sage	—....	0 45—0 50
Saltpetre (chili)	—....	....—0 10
Thyme	—....	....—0 26
Turmeric	—....	0 20—0 22

COFFEE.—Demand here continues hand-to-mouth, and situation locally shows little feature. All grades continue firm, because in other markets difficult factors act to produce an upward tendency. Freight rates continue to get higher and higher; even when big rates are paid, bottoms are not readily forthcoming. Activity which the Germans threaten has sent war risk to 2 per cent. as compared with a little above 1 per cent. before English steamers were captured at all. All this has a strengthening effect upon tone of market; while we do not feel it here as yet, we shall do when stocks have to be replenished.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—The outlook for sago and tapioca is more and more for higher levels. Stocks on the continent are reputed to be very light, and if the present tie-up continues, it will be difficult to fill them, as New York itself is certainly bare. The freight situation is complicating tapioca excep-

tionally. Here, the street is said to be short, and present quotations are very firm, being liable to change at any momoment. Tapioca is a good thing to buy at present.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 08	0 08½
Seed, per lb.	0 08	0 08½
Sago, brown, per lb.	....	0 07

Manitoba Markets

Winnipeg, March 2.—Interest is centred this week in flour market, where two declines of 20c per barrel occurred on almost succeeding days. There is also a distinct weakness in rolled oats market, and 80's are being offered as low as $1.95 where taken in carload lots. It is only three weeks since the market was firm at $2.35. In the case of flour, this is, of course, due to a weakening of wheat market, and if prices continue to drop as they did last week-end, there will be still cheaper flour. Oatmeal declined as well in sympathy with rolled oats, being quoted now at $3 for 98 lbs.

Another market which has been undergoing considerable change during week is coffee. Most local jobbers have advanced quotations on green and roasted Santos and Rios. The latter especially is big seller out West, and quotations are about two cents per lb. higher.

SUGAR.—Following the 10c advance made by Eastern refiners and the further advance made by B. C. sugar refiners in the Province of Manitoba, the market continues firm, with a fairly good demand. It is difficult to state what is going to take place in sugar. In view of big crop in Cuba, there should have been a decline instead of an advance at this time of year, but owing to transportation difficulties, there are indications of a strong market still.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 45
Extra ground or icing, boxes	8 30
Extra ground or icing, bbls.	8 10
Powdered, boxes	8 10
Powdered, bbls.	7 60
Hard lump (109-lb. case)	8 40
Montreal, yellow, bags	7 05
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 40
Halves, 90 lbs., per cwt.	7 50
Bales, 20 lbs., per cwt.	7 50
Powdered, 50s	8 15
Powdered, 5s	8 45
Icing, barrels	8 10
Icing, 50s	8 25
Cut loaf, barrels	8 20
Cut loaf, 50s	8 45
Cut loaf, 25s	8 70
Sugar, British Columbia—	
Extra standard granulated	7 55
Bar sugar, bbls.	7 70
Bar sugar, boxes	7 95
Icing sugar, bbls.	7 90
Icing sugar, boxes	8 15
H. P. lumps, 100-lb. cases	8 40
H. P. lumps, 25-lb. boxes	8 65
Yellow, in bags	7 15
Quotations in B.C., Alta., and Sask., 20c lower.	

DRIED FRUITS.—While retailer may find that demand for seeded raisins is slightly off at this time, it must not be assumed that there is a possibility of lower prices on this line; certainly not, until there are bigger supplies visible than at the present. On other hand, there are those who believe there is not much danger of them advancing just now, but will continue steady. Prune market continues firm. Nearly all local jobbers have advanced quotations on currants ¼c all round. An important fact in connection with dried fruit market is that evaporated apples are weakening, reason being that New York State prices were dropped so low, it was possible to bring them into Canada, paying the duty, and underselling Canadian apples; thus it was necessary to drop price of the latter, but it is hardly expected they will go much lower. Total decline amounted to about one cent per pound, and lower prices to retail trade should go into effect within week or so.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 11¼
Evaporated apples, choice, 25's	....	0 11¾
Pears, choice, 25's	....	0 12⅞
Apricots, choice, 25's	....	0 13⅝
Apricots, choice, 10's	....	0 14⅝
Peaches—		
Choice, 25-lb. boxes	....	0 07⅝
Choice, 10-lb. boxes	....	0 08⅝
Currants—		
Dry clean	0 11	0 11½
Washed	0 11¾	0 12
1 lb. package	0 11½	0 12½
3 lb. package	0 23	0 25
Dates—		
Hallowee, loose, per lb.	....	0 08
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 09¾
12 oz. fancy, seeded	....	0 08¼
12 oz. choice, seeded	....	0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09⅛
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes	....	4 10
4-cr. layers, 8-lb. boxes	....	1 06
Fancy selected, 14-lb. boxes	....	1 90
Raisins, Cal. Valencias—		
4-cr. layers, 25-lb. boxes	....	0 09
4-cr. layers, 50-lb. boxes	....	0 09⅞
Prunes—		
90 to 100, 25s	....	0 08¼
80 to 90, 25s	....	0 08⅝
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10½
40 to 50, 25s	....	0 11⅝
30 to 40, 25s	....	0 12½

RICE AND TAPIOCA.—Judging from prices being asked of local jobbers for future delivery on tapioca and sago which prices are equal to those being paid by retailers to-day), we can certainly look for higher prices on these two lines some time in the future. While advance in primary rice market has not been so marked as above, prices for future delivery are high, and it is almost certain that rice will bring higher figure before very long. Price of rice ground in this country would have been considerably higher but for fact that when Siam gets too high, Japan becomes an important factor on market. Japan rice has not been advancing anything like Siam.

Rice and Tapioca—		
No. 1 Japan, per lb. 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04⅜
Siam, per lb., 100-lb. bags	....	0 04
Patna, per lb., 100-lb. bag	....	0 06⅛
Carolina, per lb., 100-lb. sacks	....	0 08⅝
Sago, pearl, lb.	0 06	0 06½
Tapioca, pearl	0 06⅛	0 06¼

SPICES.—The following advances are reported in number of lines in primary market, and higher prices may be expected by retail trade before long. Whole Jamaica ginger is up 2c in New York. Pickling spices have advanced 2c per lb. Mustards are up 2½c per lb. Cayenne pepper and nutmegs up 1½c-2c per lb. Cloves are up 2c per lb.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 17¾	0 20¾
Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole	....	0 24
Cloves, ground	0 27	0 28½
Ginger, Jamaica, ground	0 22¼	0 23¾
Nutmegs, ground	0 23½	0 25
Pepper—		
Ground, black	0 19½	0 23½
Ground, white	0 28¾	0 32½

COFFEE.—New prices have gone into effect here on roasted and green Santos and Rios, this being due to advance of approximately 2c per lb. in primary market, with prospects of higher prices still. The local advance is almost equal to that in the primary market. This is something new for coffees, which have been inclined to be quiet for the past year. Rios particularly are affected, and this is very important to the Western trade, as it is a big seller in this part of the country. The advance during the past month has amounted to about 10 per cent. The change is due largely to scarcity of vessels and higher freight rates. In addition to this, the statistical position of coffee is stronger, the world's visible supply being 4,000,000 bags less than it was year ago. There is another point in connection with coffee which will interest the dealer—that is, that bean of last year's crop is not as solid as it was in previous years. In other words, a pound of roasted coffee takes up three to four inches more space than it did in previous years, necessitating an increase in size of package of from one-quarter to half an inch; therefore, the cost of packing will be increased. The following prices are current here: Roasted Rio, 19¾c-21½c; No. 7 green Rios, 14½c-14¾c; No. 5 green Rio, 15½c-15¾c; green Santos, 15½c-16c; roasted Santos, 23c-25c.

Coffee—		
Green, choice, No. 7 Rio	0 14½	0 14¾
Green, choice, No. 5 Rio	0 15½	0 15¾
Green Santos	0 15½	0 16
Roasted Rio	0 19¾	0 21½
Roasted Santos	0 23	0 25
Marscaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09½
Chicory, lb., 14-lb. tins	....	0 12¾

TEAS.—Prices are reported high for all lines of tea, and on account of high ocean freight rates, trade may look for firm prices.

CANNED GOODS.—The market is still firm all through, especially on canned vegetables. There is no startling demand for any particular line, but demand for canned goods should be much better when roads in the country are in shape again.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, March 2.—Wholesale flour dealers announce a further drop in the price of all grades of flour except pastry.

Thirty cents per barrel is the latest reduction, which brings the price down 70c lower than at this time last week. Wheat and other grains remain unchanged. The wholesale prices of flour and feed as fixed by Vancouver dealers follows, all quotations being price per barrel:—Best patents, $6.80; No. 2 patents, $7.30; first bakers, $6; second bakers, $4.95; pastry No. 1, $7; pastry No. 2, $6.40; whole wheat, $5.90; Graham wheat, $5.90. Florida grapefruit is worth $7. Oranges sell for $2.50 to $3.50. Cheapest grades of apples cost 5c per pound. Winesaps and yellow Newton pippins are coming out of the storage warehouses now. Eggs are expected to go down.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¼
Eggs, local fresh	....	0 32
Grapefruit, Florida, case	....	7 00
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 90
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-16 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg	....	2 25
Cocoanut, lb.	....	0 18¼
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	6 80
Grapefruit, Flo., case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 50	3 50
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	7 65
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, March 2.—Ontario cheese large is quoted from 19c to 22c. Condensed milk is up 15c on most brands. Imported sardines are sky high. Crossed fish are now 14c. Raisins likely to advance again. Flour has dropped 35c per sack. Rolled oats are down 25c. Matches may take another advance. Local new-laid eggs are worth $13 a case. Onions now quoted at $50 to $60. Smoked fish prices are going higher.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 07½
Sugar, pure cane, granulated, cwt.	....	7 95
Shelled walnuts, finest halves, lb.	....	0 43
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 37
Butter, No. 1, dairy, lb.	....	0 30
Eggs, Minnesota, new laids, case	....	8 50
Lard, pure, 3s, per case	....	9 80
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 12	0 15
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 25	1 75
Bananas, lb.	....	0 04½
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	4 00	4 50
Onions, B.C., ton	50 00	60 00
Lemons, case	4 75	5 25

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, March 2.—Collections are above normal. No change in sugar market. Flour has dropped fifty cents a barrel. Rolled oats declined twenty-five cents a bail. Condensed milk shows a fifteen cents a case advance. Local flour still remains on the basis of three dollars and fifteen cents, but a decline is anticipated. Farmers are holding potatoes 55c to 65 a bushel. Canned vegetables show an advance of five cents a case tomatoes. Imported sardines are cleaned up on this market, no further supplies in sight. Owing to jute conditions stuffs wholesaling at $1.52 per thousand.

General—		
Beans, Japan, lb.	....	0 07½
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats(bail, $3.05; 80's	....	2 45
Flour, fancy patents, 98-lb. sack	....	3 15
Flour, seconds	....	2 90
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	7 95
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lb.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 20
Eggs, extra, per doz.	....	0 55
Eggs, No. 1	....	0 50
Eggs, No. 2	....	0 30
Lard, lb., pure	....	0 15½
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 00
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; Raspberries	....	4 00
Toatoes, standard, per 2 doz.	....	2 85
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humphacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13½
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

NEW BRUNSWICK MARKETS

By Wire

St. John, March 2.—Dull period of year is now about over and grocers expect greater activity from now on. Another drop in flour makes Manitoba $7.65 and Ontario $6.85. Judging from wheat prices, dealers expect further reductions. Lack of shipping, forces molasses up to 47 to 48. Eggs are cheaper. Lard is a shade easier, pure being 15 to 15¼ and compound 13 to 13¼. Cream tartar is easier. Potatoes are firm at $3.75 with prospects of a rise.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 45
Pork, American clear, per bbl.	27 00	28 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 30	0 32
Eggs, case, per doz.	0 25	0 26
Lard, compound, per lb.	0 13	0 13¼
Lard, pure, per lb.	0 15	0 15¼
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 65
Flour, Ontario	....	6 85
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	4 50	5 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.	....	3 75
Sugar—		
Standard granulated	6 80	6 85
United Empire	6 70	6 75
Bright yellow	6 60	6 65
No. 1 yellow	6 40	6 45
Paris lumps	....	7 75
Beans, white, per bush.	4 10	4 15
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 47	0 48
Cream of tartar, per lb., bulk	0 45	0 47
Currants	0 12	0 13
Rice, per cwt.	5 00	5 25

EDMONTON GROCERS ORGANIZE

The retail grocers of Edmonton, at a banquet held recently, decided to form the Edmonton Retail Grocers association, and so unanimous was the gathering that business was started right away and officers elected.

The following were elected to office for the first year: Hon. President, J. C. McFarland; President, W. C. Short; vice-president, J. Orchard; secretary, Emerson Weldrick; financial secretary, J. A. Kirkman; treasurer, C. J. Jamieson; executive committee, Messrs. Randall, Rutherford, Baxter and McCloy.

Addresses were given by J. E. Brown, manager of Revillion Wholesale, W. E. Maund, W. C. Short, T. F. Mayson and R. S. McKenzie of the Property Owners' Association.

Mr. Brown pointed out that organization was necessary to every properly constituted body. The family was an organization, every business man had, or ought to have, his business organized, and logically all the members of any particular kind of trade, business or profession should be organized together.

Mr. McFarland, who was elected honorary president, gave an instance in which a retailers' information bureau would have been of value. A person to whom he had refused credit went to a nearby competitor and ran up a bill of $18, which was never paid. He later learned from the city detective department that this person had victimized many more business men in Edmonton in a similar manner. Co-operation in this and all other matters affecting the trade was what was required.

THROUGH OTHER SPECTACLES

Faith in the Future

From Grocers' Advocate, Sydney, Australia

When the war broke out, Lord Kitchener with business-like directness, made this statement—"I am going to prepare for a three years' war." Note that he did not say he expected it, but that he was going to prepare for it—Germany reckoned on a short, swift campaign, Kitchener counted on a grim struggle with inevitable setbacks, note the difference and note the results.

These setbacks trouble us, it is natural that they should, but it is unreasonable to turn pessimist when even "half-time" has not arrived. We have only had sixteen months out of a possible thirty-six, there is no reason for impatience; of course, we should have liked the second Christmas at peace, but when peace does come it will be one worth the fighting and waiting, so we must needs possess our souls both in courage and patience.

The real trouble is that we know of all the setbacks but we do not know what is being prepared to bring the tide of victory; later on when the history of these months is written, we shall probably wonder why we allowed ourselves to become restless or uneasy. When Kitchener set out in the great campaign which led to Omdurman and Khartoum, he went away quietly and effaced himself for eighteen months. Everyone asked what he was doing and why he did not smash the Mahdi. What was he doing? Building a railway to bring him in touch with his enemy; slowly, but relentlessly he crept nearer and nearer until the time came for the pounce, and then in two great battles the war was concluded and the "mad dog of the Soudan" was smashed.

The parallel is plain. There are two of them now, Kitchener and Joffre and a notable company of Russian and Italian co-combatant generals. All the Balkan tangle, all the shifting, bribery and plotting, all the bluff about Suez and India, are much like that desert Kitchener mastered with the steel rail. The game is a bigger one, now, but it is being played the same way and though the end has been delayed, it is none the less sure. Meantime take three watchwords for the New Year—Courage, Patience, Helpfulness; live up to all three.

A Lesson for Retailers

From Interstate Grocer

The conviction and sentence of John E. Foster to a term of five years in a Federal prison on the charge of using the mails to defraud in connection with his so-called automobile contest scheme for retailers, may or may not be a valuable lesson to retail merchants of the United States. It is all in the way the fact sinks in, as to whether or not a retail merchant is really benefited by the final running to earth of a common crook, who for some time made retailers his prey, using various humbug schemes in the operation of getting the money of the merchant. From past experiences, however, the retail merchants do not seem to have profited by the numerous exposures made by the Interstate Grocer.

This man Foster had a scheme to advertise standard brands of food products and other merchandise, or so he claimed. He was going to pay the retailer going in with him, dividends of $5 a week as a minimum and 10 per cent. as a maximum, the profits to be derived from commissions received from manufacturers, whose products were to be featured in the advertising. He also agreed to furnish an automobile, which was to be put up in a contest among holders of profit sharing coupons received from dealers to participate in the drawing. Retailers who would pay $125 for the privilege were to have the "franchise" for a "redeeming station," or the store where automobile coupons were to be given out and the machine placed on exhibition.

Although Foster confessed to getting $30,000 on this scheme from confiding retailers, none of them ever saw a spoke of the automobile they were to have placed on their floor as an incentive for added sales. In fact, none of them ever saw Foster again, once he had their money, because he made tracks for the "tall timber" just as soon as he or his agents cleaned up a community. He probably never had any intention of even attempting to carry out his contract with the merchant.

Foster admitted to a criminal record on the witness stand. He had been arrested several times and was out on parole for a year on a charge of embezzlement. He confessed to seven different aliases, used at various periods in his career. He was undoubtedly a "get-rich-quick" grafter of the most virulent type—a dangerous man to be at large.

What it is desired to impress upon the mind of the retail merchant is, that when you are approached by some smooth solicitor in connection with a scheme to increase sales, find out who is behind him. Get the records of the men "higher up." Investigate thoroughly their commercial standing in their community. Find out if they are reliable. All schemers may not be so bad as Foster, but about all schemes, such as "piano contests," "pony contests," "aluminum-ware coupons," and the hundred and one devices for separating merchants from their money, should be looked upon with suspicion, so far as results are concerned.

The wonder of it all is, how retailers can be so credulous as to hand their money to total strangers, not knowing in the least who they are and only having their word for it that they will do as they say they will. The outcome of the Foster case should set the retailing element to thinking seriously. As has been repeatedly said in these columns, the only way to play absolutely safe is to have nothing to do with any scheme of any character In this way, it is impossible for you to lose.

A Nation of Shop-Keepers

(From Ontario Bulletin of R.M.A.)

The sneer thrust at Great Britain of being a "Nation of Shop-Keepers" was the highest compliment that shopkeeping ever received, and because they have been honest shopkeepers is the reason why they hold the high place they do among the commercial nations of the earth. The spirit that guides wrong action in trade is the spirit of deception and evil. The spirit that guides right action in trade is the spirit of the concentrated force and desire of the best minds engaged in trade to hold fast in these modern days to the same principles upon which the "Nation of Shopkeepers" was founded. We have no apology to make for being shopkeepers, nor for the cause we represent. We have no secret pass words, no discrimination as to race, color or creed. All who desire what we desire can come under our banner. We have no age limit, no conditions, no restrictions, no compulsory methods; all that is required is the desire on the part of the retail merchant to line up with his fellow retailers, composed of all sections of the retail trade, and stand by the cause of honest and fair trading. If you are threatened by the imposition of unfair municipal by-laws or unfair legislative enactments, or by unfair commercial treatment in any manner whatsoever, we stand ready to defend you and to see that your rights are not interfered with or taken away from you.

Dried Fruit Market

From California Fruit News

Trading in spot lines in dried fruits is quiet this week. The very cold and stormy weather that has been prevailing all over the eastern states has shut off business to an extent as distribution is slow and irregular. In California, ample to heavy rains have been falling almost continuously for several weeks and a good supply of moisture in the ground and at the sources of streams and in the mountains for next summer's use is assured.

The California Peach Association is working steadily on its organization plans for the co-operative handling of dried peaches and elected permanent officers this week. The various plans and schemes of all sorts that are going the rounds this winter make an unsettled future, as no one can say just how things will be done, or to what extent previous systems may be superseded.

So far as spot prices are concerned, there is little change, except a slight easing off in several of the lines, particularly evaporated apples. Some feel that the extreme difficulties of export business and the congestion of export traffic at the Atlantic seaboard and the interference of England with our neutral commerce in that neighborhood is causing an easier market locally, while others continue to quote the same values in most of the lines.

As usual, figs have opened up the future game. This line always is the first to be on the market for some reason, and this year a little earlier than usual. A considerable business is reported as having been done, although prices have as yet only been named on bricks, and so far as we learn no bulk prices are quoting. Quotations made by the several operators in this line are practically uniform, and are as below, although there is some little variation noted in some of the packages.

The U. S. Food Laws

From N. Y. Journal of Commerce

Ten years of the Federal Pure Food Law have accomplished wonders in the way of correcting manufacturing processes of public food, in compelling honest labeling and in eliminating adulteration. Frauds and the dangerous food products offered for sale are rare, and a manufacturer who deliberately issues goods falsely labeled is a notable exception.

The danger chiefly to be feared now is the persistent assault being made on honest and wholesome food products in the interests of rivals; efforts to use the big stick of the Government or of this or that official to promote some given product as the only safe and honest one in its class to the detriment of all others. A food official, State or national, who would keep himself strictly neutral and free from partisan entanglements must be very watchful and suspicious of almost every suggestion brought to him by a food manufacturer.

Some of these are deliberately calculated for selfish ends, but there is also another group, honestly born of prejudice and often selfish without intention. The effort to standardize foods is replete with many such instances, and, while no honest friend of pure food will deny the value of standards for food products, there is a disposition to regard them as dangerously near treading on the toes of legitimate rights of competition; of accomplishing, if not intending to accomplish, the pulling of competitive chestnuts out of the fire for personal or partisan ends.

A Dishonest Claim

(From The Grocer, London, Eng.)

An imaginary writer in the "Co-operative News" makes the calm assertion that if "the waste and extravagance of the competitive system" were entirely swept away from our commercial life, and co-operation alone held the field, there would be no work for inspectors of foods and of weights and measures, and that the employment of police, clerks, lawyers (on both sides), the maintenance of courts and those who live by the courts, the making of laws to prevent fraud, and so on throughout the whole machinery of detection and prevention superimposed on the "unsightly, costly structure of competition," would be rendered unnecessary. If this is really an article of co-operative faith we should like to see it practised at "the stores." But it is not. In our Law reports to-day we give particulars of the prosecution of a co-operative society at Pontefract for having unjust scales in use. It was stated that the society sold 1,200 stones of flour per week, and that by their method of weighing flour each lot was half-an-ounce against the purchaser. A similar state of things was proved in regard to the sale of potatoes, and the society was fined in each of the two cases. Nor is this by any means an isolated case of a prosecution against co-operative societies, as our columns from time to time have shown. Yet the co-operative system of trading is held to be the paragon of virtues! "By their fruits ye shall know them."

FRUIT AND VEGETABLES

Bananas Higher : Onions Firm and Advancing

Navel Oranges Expected to Move Up—Turnips Quite Firm—Lemons Lower in Montreal; Higher in Toronto—Potato Situation a Shade Easier in Montreal, But No Change in Toronto or Winnipeg

MONTREAL

FRUIT.—At this week's fruit auction in Montreal apples showed remarkable strength, and an advance in Spys of 50 cents is to be noted, while Greenings are also 50 cents higher, former now being quoted at $7, and the latter at $5. Even on advances situation is stronger for good apples than it has been, and it appears that still higher prices are to be expected. Lemons have shown a further decline this week of 25 cents on Verdellis and Messinas, both being quoted at $2.75, and of 50 cents on Californias, which are now quoted at $2.75. The reason for weakness is that there are heavy stocks held in New York, and big shipments are reported on the way. It is thought that during next two or three weeks there will be further declines on receipt of additional shipments before reaction which is almost certain to follow when receipts stop. As was intimated in last report, bananas did not long remain at low figure then quoted; an advance of 50 cents is shown with further increases expected—present quotation $2 to $2.50. Navel oranges remain unchanged in the general quotations but there is a weaker tone to the market. Jamaica oranges are slightly higher, being marked up 25 cents case to $2.50. Pineapples are $1 higher, new price being $5.50. Strawberries have declined and are being quoted at 40 cents.

There has been some inquiry on part of the trade for bitter oranges, but it is stated by wholesalers that it is unlikely that there will be any bitter oranges on Montreal market this winter as it is almost impossible to get quotations from the other side.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	5 00
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 50
Cranberries, Cape Cod, bbl.	12 00	12 60
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	....	2 75
Oranges—		
Navels	2 50	3 10
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	....	0 40

VEGETABLES.—Sale in all lines has been slow during the week, with the exception of potatoes, which have been in good demand. A decline in potatoes of about 10 or 15 cents has taken place, the quotations for New Brunswick and Green Mountain being $2. There has been a drop in price of Boston lettuce of 25 cents and of curly lettuce of 10 cents, former now being quoted at $1.75 and the latter at $2.40. This change has been due to fact that there is a lot of Florida lettuce on market and another car is expected this week; quotation for the latter is $2.75 per hamper, but it is pointed out there are three to four dozen heads in these hampers. Another car of Florida tomatoes has arrived and is selling at $4 to $4.50; this car was not in as good condition as supplies which came last week, latter being about best ever received on this market. They are selling well, however, and another car is expected this week. Turnips are somewhat firmer, there being no further business at 75 cents as compared with the higher quotation of $1.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	1 00
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	7 25	7 50
Celery, Florida	....	3 00
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	1 75
Curly lettuce, box 4 doz.	....	2 40
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 50
Spanish, crate	....	6 00
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rbubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	3 00
Turnips, bag	....	1 00
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	4 00	4 50
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Chief changes this week concern a sort of shuffling in price of oranges. Reversing the order of last week Floridas show easness now, and navels—though quotation at this writing is trifle lower—are scheduled for an advance, if present conditions continue. Brokers are quoting higher prices. Navels have been dropping steadily as abundant supplies came forward, but there is such a thing as dropping too much, and on first sign of any scarcity levels are due to be higher. Marmalade oranges are selling freely at $3.25 a case, or thereabouts. King oranges are also corralling a certain demand. California pears are somewhat slow just now; they sell around $4.75. Rest of fruit list does not show much change. Lemons are none too plentiful, Messinas in particular, and levels are well supported. Grapefruit is eagerly bought; this has been a consistently good seller. Apples are fairly firm, without any change in price.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	4 00
Oranges—		
Florida, case	3 00	3 25
Navels	2 25	3 25
Marmalade, case	3 25	3 35
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 40	0 45
Tangerines, case	2 00	2 50

VEGETABLES. — New carrots are slightly cheaper as better and better supplies come forward, bulk of them going lately for 75 cents. Ohio onions continue to be high, a car of Americans came in recently and sold at $3.75 and $4 a sack. Spanish onions show little change. Choice Canadian are also in

(Continued on page 40.)

PRODUCE AND PROVISIONS

Hogs Easier: Egg Levels Kept Down

Lack of Freights Affecting Hog Market—Decline in Pure Lard — American Newlaids Extraordinarily Cheap—Several Poultry Changes—No Change in Cheese

MONTREAL

PROVISIONS.—An outstanding feature of the week is a decline of a quarter cent all round on pure lard. There has also been a slight decline in market for live hogs and to this reduction in lard may be traced; dressed hogs are now quoted at $13, whereas a week ago $13.25 was being paid. The decline appears to be due to some accumulation of stock in packers' hands. Market for cooked and smoked meats is unchanged, but firm and steady. Demand continues good for all lines.

Hams—	
Small, per lb.	0 21
Medium, per lb.	0 20
Large, per lb.	0 19
Backs—	
Plain, bone in	0 24
Boneless	0 29
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 30
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
Barrelled Pork—	Per bbl.
Heavy short cut mess	27 00
Heavy short cut clear	27 50
Clear fat backs	30 00
Clear pork	28 00
Lard, Pure—	
Tierces, 350 lbs. net	0 14¾
Tubs, 50 lbs. net	0 14½
Tins, 50 lbs. net	0 14½
Pails, wood, 20 lbs. gross	0 14¾
Pails, tin, 20 lbs. gross	0 14¼
Cases, 10 lb., tins, 60 in case	0 15
Cases, 3 and 5-lb. tins, 60 in case	0 16
Bricks, 1 lb., each	0 16½
Lard, Compound—	
Tierces, 375 lbs. net	0 12¼
Tubs, 50 lbs. net	0 12¾
Tins, 50 lbs. net	0 12¾
Pails, wood, 20 lbs. net	0 13
Pails, tin, 20 lbs. net	0 13
Cases, 10-lb. tins, 60 in case	0 14
Cases, 3 and 5-lb. tins, 60 in case	0 13¾
Bricks, 1 lb., each	0 14¾
Hogs—	
Dressed, abattoir killed	13 00

BUTTER.—Following decline of last week situation in butter market has remained firm and without change. There have been no developments recently to indicate what the future holds for this market, although it was considered last week that reduction was of a temporary nature.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—During the week the situation in the egg market has been erratic with net change in situation shown in an advance of one cent on new laids. Stocks of Canadian storage eggs are about finished, and, as there is not sufficient quantity of our own fresh supplies coming along to take care of the demand, we are largely dependent upon the Chicago market. Early in the week there was a decline of about 3 cents but, owing to cold and stormy weather in the Southwestern States, there was a quick reaction and the loss was regained. Conditions in Montreal have, therefore, been uncertain and this has resulted in stiffening of the local quotation referred to. Stormy weather has been sustaining factor since last report and with more favorable conditions declines on new laids must be expected from this time forward.

Eggs, case lots—		
New laid, stamped		0 31
Selects		0 27
No. 1's	0 24	0 25
No. 2's	0 22	0 23

CHEESE. — With export business practically over for the season—stocks being light and tonnage difficult to secure — the market is dependent upon local consumption and as spot supplies are not heavy and receipts fairly light situation is quite firm. Business is about normal for season.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

POULTRY. — The week has seen slight advances for both frozen and live turkey and fowl; live ducks and geese also have advanced. Large frozen fowl are cleaning up very rapidly and this has resulted in higher prices—the advance is 2 cents and the quotation now 20 cents. On turkeys the advance is 2 cents to 28c for frozen stock, the increase here also being due to shortness of supplies. The demand for live stock continues brisk and on account of light receipts advances have been made even on the high levels which have prevailed. Large fowl are quoted 22c to 23c, and small fowl 18c to 21c; turkeys 22c to 25c, and ducks 25c to 28c. The present situation as between live and frozen stock is that there is usually a spread in the quotations of about 3 cents, whereas to-day buyers claim that they can afford to pay farmers more for live stock than they can for dressed. This is due entirely to the fact that there is little demand for dressed stock and on the other hand the Jewish demand for live stock is exceedingly good.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 18	0 20
Fowl, small	0 13	0 16
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—While there are no general changes in quotations to note, there has been a new and unusual demand from the West and several carload orders have been shipped to Winnipeg and beyond during past week. It is pointed out that it is customary for the West to buy supplies from Ontario in fall of year. Apparently orders were not in sufficient volume to see the season through and present demand in this market has developed as the result.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10½
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11½
Comb honey, No. 1, doz.	3 90
Comb honey, No. 2, doz.	? 40

TORONTO

PROVISIONS.—Lard stocks have accumulated somewhat, and levels remain steady with little disposition to advance. If anything, in the case of pure, a slightly easier feeling is to be noticed from last week. Our quotations are down a quarter-cent. Compounds levels are well maintained. Trifle easier tone to hogs

is reflected in one or two price changes in meats. Hog market is duller through lack of export, itself due to lack of boats wherein to ship. So that freight situation is affecting provision market as well as others—now.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 19	0 19½
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13½	0 13¾
Tubs, 60 lbs.	0 12½	0 12¾
Pails	0 12¾	0 13
Tins, 3 and 5 lbs., per lb.	0 14	0 14¼
Bricks, 1 lb., per lb.	0 14¼	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12¾	0 13
Tubs, 50 lbs., per lb.	0 13	0 13¼
Pails, 20 lbs., per lb.	0 13¼	0 13¾
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER. — Stocks of fresh made creamery butter are plentiful. Dairy is also in good shape. There is no change in prices. Demand is heavy. Opinion of dealers is that creamery prices are too low, when Chicago market is taken into consideration. There, firmness is feature of market. Little is offering. Price is two cents higher than ours. With ours up a cent we could still export. Opinion is that levels may be up here. Market tone is quite firm.

Butter—		
Creamery prints, lb.	0 35	0 36
Dairy prints, choice, lb.	0 28	0 32
Dairy prints, lb.	0 24	0 26
Bakers	0 22	0 23

CHEESE.—This market is unchanged. Demand, domestic and export, is heavy, and English boards are high. Lack of freights cause some trouble in getting supplies across. England needs them now, too, since other sources of her supply are cut off.

Cheese—		
Large, per lb.	0 19	0 19¼
Twins, per lb.	0 19¼	0 19½

EGGS.—New laids have now gotten down to levels where there is a free consumption, and demand is good. Supplies grow steadily better. Big demand at present, however, seems larger than receipts, and if this continues, dealers must look to the States. America is well supplied with newlaids, and these can be laid down here at a price of 26¼ cents. That is chief agent in keeping price down here on domestic products. If American new-laids can be imported so cheaply, no matter what demand is and how much better than supply locally, our prices can't go very much higher. Storage situation is unaltered. Demand is fairly good; stocks, however, are in advance of it, and market tone is easy.

Eggs—		
New laids, specials, in cartons	0 30	0 32
Extras	0 27	0 28
No. 1, storage	0 25	0 27
No. 2, storage	0 23	0 24

POULTRY.—With the exception of a strengthened demand for dressed chicken which resulted in appreciation in price, there is little feature. Chicken is now up to 17 to 20 cents for dressed; live is worth around 17. There is a good demand for broilers. Turkey shows little interest this week. Ducklings, too, are uninteresting.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 17	0 16—0 17
Old turkeys	0 18—0 19	0 20—0 22
Ducklings	0 15—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	—0 17	0 17—0 20

HONEY. — The market shows no change, either in price or condition.

WINNIPEG

PRODUCE AND PROVISIONS.—Feature of market concerns eggs, which are on the downward grade, due to heavy importation of American eggs. Market is rather uncertain, but it has weak undertone, and it is more than likely that much lower prices will prevail. Local stocks are pretty well cleaned up, and there is little coming in from this part of the country, at least not enough to affect market. American new laids are quoted 33c-38c and No. 1's 23c-25. As regards hogs heavy run on market has resulted in weaker undertone. This, however, has not resulted in many changes in quotation as there has been good demand. Lard market is steady. The same applies to butter and cheese.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 17	0 18
Large, per lb.	0 14	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 15
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		26 00
Lard, Pure—		
Tierces		0 14¼
Pails		2 92
Cases, 10s		9 60
Cases, 5s		9 68
Cases, 3s		9 15
Cartons		0 15½
Lard, Compound—		
Tierces		0 12½
Tubs, 50s, net		6 25
Pails, 20s, net		2 60
Butter—		
Creamery	0 35	0 37
Best dairy	0 29	0 31
Cooking	0 22	0 25
Eggs—		
New laids	0 33	0 38
No. 1 storage	0 23	0 25
Cheese—		
Ontario, large		0 20
Ontario, twins		0 20¼

FRUIT AND VEGETABLES

(Continued from page 38.)

good demand, with no fresh price feature. Cabbage, selling by the case, is worth around $3 to $3.50. Celeries are higher, both California and Florida stuff. There is, a fair demand, but stocks are slight and supplies are not coming forward very speedily or in great bulk. Rhubarb continues to get good business for such limited lots as arrive. These get more every week, of course. Spinach sells to the few; there isn't much of it yet. Green peppers are now on the market and proving fair seller. Potato situation shows no change; prices are all firm and well supported. Quality, as before, is none too good. Turnips are firm at prevailing levels, with good demand. Parsley is slightly easier. Rest of the list is unchanged.

Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 85
Cauliflower, case	5 00	5 25
Celery, Cal., case	6 50	6 75
Celery, Florida, case	3 25	3 50
Cucumbers—		
Hothouse, doz.	2 75	3 00
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	5 25	5 50
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	1 25	1 30
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	2 00	2 10
British Columbia, bag		1 85
Ontario, bag		1 65
New, hamper		3 50
Sweet, kiln-dried, hamper		1 35
Rhubarb, doz.	0 65	0 90
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	0 20	0 30

WINNIPEG

FRUIT AND VEGETABLES.—Potatoes remain at high level reached week ago. Manitobas are reported scarce and not in best condition, while Manitobas are offered in cars ex track 23.00-25.00 per ton. B.C. box apples took a jump, and new quotations are 2.00 for No. 1's, and 1.75 for No. 2's. Navel oranges have declined slightly. Mushrooms advanced to 90c and Red Globe onions are now $4.00 per cwt. Squash and pumpkins are withdrawn from market. Malaga grapes are now 15.00 per keg.

Fresh Fruits—		
Grapefruit, case		4 50
Strawberries, Florida, quart		0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s		2 00
B.C. box apples, No. 2s		1 75
Washington box apples		2 50
Navel oranges, case	3 25	4 00
California oranges, case	3 25	4 25
California lemons		5 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box		4 50
Malaga grapes, kegs		15 00
Vegetables—		
Cabbage, per lb.		0 02
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		0 01
Manitoba potatoes, local loads	1 25	1 25
Manitoba potatoes, sacked, carloads		1 15
Sweet potatoes, hamper		2 25
Garlic, per lb.		0 25
Turnips, bushel		0 60
California head lettuce, case		4 50
California cauliflower, doz.		3 50
Valencia onions, cases		7 50
Red Globe, onions, lb.		0 04
Head lettuce, doz.		1 00
California celery, doz.		1 50
Cuban tomatoes, case		7 50

FISH FOR SOLDIERS

The Federal Government has placed an order for 300,000 lbs. of fresh and frozen fish with Toronto and Winnipeg firms to furnish Canada's soldiers. The first shipment will leave this country the middle of this month and will consist of 75,000 lbs. This is expected to materially strengthen the Canadian market.

FISH AND OYSTERS

Fish Day Proved Booster for Trade

Coupled With Advent of Lent Better and Bigger Business Resulted — Scarcity in Cod and Haddock—Winter-caught Whitefish in Good Supply, With Good Demand— Lobsters 'Way Up Again—Big Call for Salted and Pickled Trade.

MONTREAL

FISH.—The National Fish Day seems to have worked up interest in the trade to a considerable extent, and orders have been pouring in prior to Feb. 29. Advent of Lent this week also helps a great deal in this demand. The Lenten demand will no doubt keep the trade active for next few weeks. As has been foreseen a great shortage in some frozen lines will undoubtedly take place, principally with haddock, codfish and lake fish generally with exception of whitefish. Stocks of haddies are also pretty slim and prospects of replenishing them are poor. The Atlantic coast has been swept by terrific gales for past week or ten days and, consequently, no fishing of any importance has been done. Therefore, no fresh fish of any kind is expected from that source for the next few days. The fishing season for smelts and tom cod is now over, and supplies of both varieties are about average. With suitable weather they should command a very good price. Stocks of pickled and salt fish are sufficient in first hands to meet the increased demands from the retail trade for Lenten supplies. However, as other kinds of food products are high, it is more than probable that there will be still greater demand on these stocks before Easter with the possibility that a shortage will result. The bulk and shell oyster business is quiet. As a rule a revival in business in bulk oysters is expected during first few days of Lent.

TORONTO

FISH AND OYSTERS.—Lobster has started its antics again, and is way up this week to 50 and 55, chiefly the latter. Reason said to be scarcity at Atlantic coast. Readers will remember that about five or six weeks ago it was out of sight; it didn't pay dealers to stock it. Then it got to more reasonable levels; now once more it is higher. Price like 55 is awkward. Public will only pay a certain sum, even for the delicate lobster. Cod, chiefly from Halifax is scarce, as this column predicted a couple of weeks ago. Rough wheather is responsible; the fish seem to have run off in shoals. Price of 10 cents is quite firm. Oysters are slow again; standards and selects divide the honors, what there are, but there is a noticeable slump on trading. Fish business is only fair. Some dealers are finding that Tuesday being Fish Day has boosted sales some; others have noticed little change in business. One line seems perennially a good seller. It is winter caught whitefish, fresh caught selling at 14 and frozen at 10 cents, both levels being well supported. Lenten season approaching has its usual influence, and this year seems to be a bigger boost for pickled and salted fish than for other lines. Supplies of these are ample, however, and prices moderate.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes, dressed, lb.	.11	.11
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.05½-.06	.08
Market codfish, per lb.	.05	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium snd large, 100 lb.	6 00	5 50
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes.	0 15	0 15
a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 60	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 55
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 —13	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —10
Herrings, each	3	3
Flounders	8	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 06
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.06½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

WINNIPEG

FISH AND POLTRY.—There are pratically no changes in quotation in either fish or poultry. Business in former is exceedingly good, and will be better on approach of Lent, which is later this year. Poultry receipts are still poor.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

FLOUR AND CEREALS

Flour Down Another 20 Cents

Confusing Influences at Work in Wheat Market— Argentine and Australia as Competitors — General Slump in Grains—Rye, Oats and Buckwheat Dropped

MONTREAL

FLOUR.—On top of decline of 20 cents announced last week, another decline of same amount took place on 24th, making a total of 40 cents for the week. Reductions were in sympathy with falling wheat market. Decline on Saturday alone was 5½ cents. Early reports this week indicated a continuance of the drop but there have also been some reactions. It is difficult to follow the fluctuations of wheat as there are so many varied influences at work. Large deliveries from Argentine are reported and price is considerably below Canadian level. However, as it costs about double for freight from South America to ship to Europe as compared with Canada, spread in prices is largely accounted for. Future of local market is largely matter of speculation; there are possibilities of further decline but at same time present quotation of $6.90 is based on $1.09 or $1.10 wheat and this is thought by some to have hit a pretty low level. Naturally in face of declining market business has not heen brisk although some buyers seem to have come to the opinion that bottom has been reached and this has restored a certain measure of confidence.

Manitoba Wheat Flour—	Per bbl.	of 2 bags
First patents	....	6 90
Second patents	....	6 40
Strong bakers	....	6 20
Winter Wheat Flour—	**Car lots.**	**Small lots.**
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent., in bags	2 70	2 75

CEREALS.—Another decline of one cent in the oats market has been recorded since last report, and this has been followed by a drop in rolled oats of about 20 cents on the average. Quotations have been reduced to $2.50 to $2.70.

Cornmeal—	Per 98-lb. sack.	
Gold dust	....	2 50
Unbolted	....	2 25
Rolled Oats—	90's in jute.	
Small lots	2 50	2 70
25 bags or more	....	2 50
Packages, case	3 90	4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.	
Rolled Wheat—	100-lb. bbls.	
Small lots	....	4 00
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 65
Rye flour, bag	2 65	2 80
Barley, pot	....	3 00
Barley, pearl, lb.	....	0 04½

FEEDS.—There has been a fair average demand for various lines of feeds without general change in quotations, although tone has been somewhat easier with drop in wheat prices. However, this tendency is largely offset by fact that consumption of flour has been light and output of feeds small.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush	0 58
Feed wheat, bag	2 00

TORONTO

FLOUR.—Following hard upon decline of 20 cents, announced last week came a similar drop later. Manitoba first patents are now on the basis of $6.80. The "6" looks unusual at first; for so long have we been seeing first patents at $7.40, $7.20 and $7. Decline is simply part of downward sweep of grain prices which has affected all grains, all in same way. Local prices have been steadily breaking, day after day, for a week, with lead in the hands of Western wheat, which has tumbled by falls of 5, 5½, 6½ cents. No 1 northern wheat sold in store at Fort William on Tuesday for $1.06. There are several reasons, contributory; they are interwoven, however, and flour market is difficult to understand at present. Australian and Argentine wheat which are superabundant are two reasons. Their price beats ours, although, of course, freights are more excessive. But, talking of freights, what matter whether they are excessive or not, when you can't get them? That is, perhaps, the chief difficulty. Export demand has been hit a smashing blow because there are not enough bottoms to get the stuff over, and the Britisher waiting for the wheat gets tired of waiting. Nevertheless, it must be as bad elsewhere. Other seaways must be lacking bottoms, and no matter how high freights are from Canada, they must obviously be higher from Australia and Argentine. But there seem to be more boats coming from there and more chance of the stuff getting forward. Domestic demand keeps up fairly well, though it is nothing to be proud of. It is welcome, however, with export shot to pieces. Millers point out that flour levels even yet are low for price of wheat, though this has slumped so. Ontario wheat has also been on the toboggan, and has lost ten to twenty cents, going locally at $4.40 or thereabouts.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	7 00	6 80
Second patents	6 50	6 30
Strong bakers	6 30	6 10
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

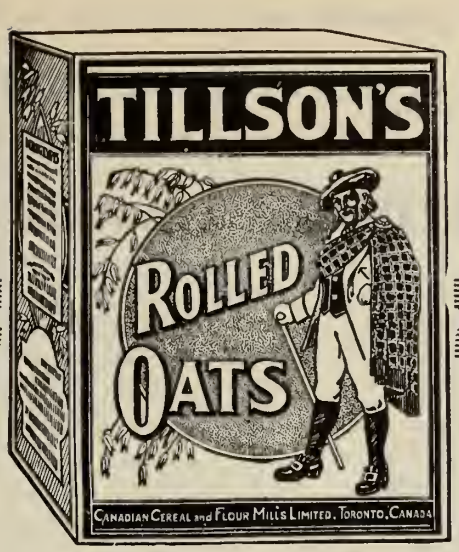
CEREALS.—Barley and buckwheat have each lost a cent on the board and the tone is easy. Our quotations are changed to cover. Declines are simply following general trend of grain this last week or so. Rye dropped more materially. Rolled oats also suffered setback. There is little stability to any in the list, at present. Oats generally are on downward grade. Cash western have been dropping almost daily.

Barley, pearl, 98 lbs.	4 00	4 80
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 75
Oatmeal, granulated, 98 lbs.	....	2 75
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—This market alone, among all grains, has kept its strength fairly well; even it has been hit by general slump. Mills have not been grinding much, however, and that has boosted demand for feeds. There is no change in prices.

Mill Feeds—	Mixed cars per ton
Bran	25 00
Shorts	26 00
Special middlings	27 00
Feed flour, per bag	1 75
Oats—	
No. 3, Ontario, outside points	0 43 0 44

F. J. Stubbs, curator of the White Chapel Museum, London, is advocating what public opinion is already favoring, an increased consumption of fish during the war. The appeal is based on the patriotic grounds of cheapness and the necessity of patronizing a home industry.



The Breakfast Food that Fortifies the Body against the Cutting March Winds

Containing every unit necessary to the building of splendid, vigorous health. Tillson's Oats make an ideal Breakfast Cereal for the cold March mornings.

Tillson's Rolled Oats

(A FOOD—NOT A FAD)

The sweet natural flavor of the best Canadian grown Oats makes Tillson's a general favorite in the family. Besides this our national publicity campaign has created an ever-growing demand which dealers are finding extremely profitable.

If you don't already sell this peerless Breakfast Food, now is a particularly opportune time to begin. Tillson's Rolled Oats popularity is not confined to cold weather days—its uniform quality makes of it a year 'round sales-getter. Ask for one of our Free Window Displays. You can bank on every initial sale being followed by others. Tillson Quality does it.

Our Motto: Quality, then Price.

Canadian Cereal & Flour Mills, Limited

Toronto, Canada

Canadian— and second to none

A high-grade quality and a delicious appetizing goodness unsurpassed by the most expensive imported varieties have made

L'Etoile

(Star)

and

Hirondelle

(Swallow)

Macaronis strong favorites with the housewife who knows.

This winning quality is secured by careful selection of the finest Manitoba hard wheat, and by the application of the scientific knowledge that years of experience have given us.

The big customer-confidence thus created has steadily increased, hence the tremendous growth in the sales of L'Etoile and Hirondelle Macaronis.

Your wholesaler will supply you with a trial order.

C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

The difference between goods whose sale brings you new and regular customers and those that merely give no cause for complaint is the difference between Chase & Sanborn's Coffees and the other kinds.

CHASE & SANBORN
Montreal

New Brunswick Potatoes

TABLE OR SEED STOCK

Any variety. Stock Guaranteed free from Disease. Car lots at lowest prices.

Wire or Write

HATFIELD & SCOTT
Largest Growers and Shippers
MONTREAL, QUE. HARTLAND, N.B.

Think of the Advantage

Think what it means to you to be able to grind your customer's coffee in an instant, and grind it in the exact grade she likes best. You can do it with the

ELGIN NATIONAL COFFEE MILL

The quick service and economy this machine produces will pay its low cost in a few weeks. There is no waste of time or material. It cuts faster and at less cost than any other coffee mill of corresponding size.

Write for a free copy of our new illustrated booklet No. 24-C. Ask your jobber for prices.

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

London Retail Grocers Association

PURE FOOD SHOW

ONE SOLID WEEK
April 24th to 29th

Secure Your Booth Now. Get First Choice.
For Full Particulars Write
R. H. HARLEY
SECRETARY

Shortening

We are now putting this up in ONE POUND packages. Very handy for your retail trade. Send for sample shipment.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream. In ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

Fish For Lent

Everybody wants fish during Lent.

Your sales will be increased by carrying a nice assortment of **Whitco Brand Haddies, Bloaters, Fillets, etc.** Whitefish, Halibut, Sea Herrings, Smelts, Tulibees, Goldeyes, Trout and a full line of Dry Salted and Pickled Fish.

OYSTERS

Renowned for their High Quality and Low Price.

White & Co., Limited

Wholesale Fruits and Fish

TORONTO and HAMILTON

Every Minute Pays

→ YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra $10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. H.M. Toronto, Can.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY

is the Nation's Watchword.

PRODUCTION

is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.

Price list and catalogue free and mailed to any address.

Manufactured by the

W. A. FREEMAN CO., LIMITED

HAMILTON, - - CANADA

Ripe Olives—New Crop

"BELL" BRAND

Gallons, 12 to case .....$9.35 doz.
Quarts, 24 " " ..... 2.45 "
Pints, 48 " " ..... 1.60 "

"OLD MISSION" BRAND

A larger Ripe Olive, and slightly higher in price.

All New Crop. Quality Guaranteed Delicious.

F.O.B. San Diego, Cal. Special discount in 25 case lots.

Please send us your orders early, the pack is being exhausted.

Canadian Representatives:

W. H. ESCOTT CO.
LIMITED

Winnipeg, Regina, Saskatoon, Calgary, Edmonton

CORRESPONDENCE SOLICITED

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 } Packages Mixed 3 30
½ lb. 60 }

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 90
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 15
5 lb. tins, 1 doz. in case... 3 50
10 lb. tins, ½ doz. in case.. 3 30
20 lb. tins, ¼ doz. in case.. 3 25
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE

"BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ⅛s, ½s, and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Everyone Asking for

GOLDEN ORANGE

Brand

California Navels

WHY?

Because they are the BEST GROWN.

Extra Fancy California and Messina Lemons

Extra Fancy Florida Celery, well bleached.

Florida Hard, Ripe Tomatoes.

HUGH WALKER & SON

GUELPH, ONTARIO

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1.000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

AT ONCE — FIRST-CLASS FRUIT AND vegetable buyer. Only thoroughly competent need apply; good salary for right man. Apply Box 132, Canadian Grocer.

AT ONCE—QUALIFIED GROCERY MANager and buyer as assistant manager to large business. Only thoroughly competent need apply; good salary to right man. Box 133, Canadian Grocer.

WANTED — AT ONCE, BRIGHT, ACTIVE, honest boy to learn the general mercantile business. Apply to E. Richards & Son, Melbourne, Ontario.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F. Toronto, Ont.

FOR SALE

FOR SALE — MONEY MAKING GROCERY and meat business in Hamilton, where industrial conditions are extra good. Turnover 18 to 19 hundred monthly. Customers are cosmopolitan. Apply 369 John St. North, Hamilton.

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover $1,500. Price and terms right; send for prospectus. Wilton Bros., Kneeville Valley, Alberta.

GROCERY IN GOOD WESTERN CITY, stock $2,500.00, sales $4 000.00 monthly, with good opportunity for expansion. Fixtures and delivery equipment approximately $1,500.00. Will sell or lease property. $3,000.00 cash will handle stock and fixtures. Box 131, Canadian Grocer, Toronto.

FOR SALE—AN OLD-ESTABLISHED TEA business in Western Ontario, on reasonable terms. Large turnover and good profits. Worth looking into. Will stand any kind of inspection. Apply J. L. Fielding & Co., Guelph, Ont.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

THEY ARE GOOD OLD STAND-BYS

Baker's Cocoa and Chocolate

Registered Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

"Canadian Air-Line" Honey

The BEE-MADE Honey

PURE ATTRACTIVE TASTY

The Root Canadian House

185 Wright Avenue, TORONTO

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

—the soap that is every day producing results which verify its name.

Particularly effective displays of Wonderful Soaps are easily gotten up, as its neat red wrapper will focus the attention of the most casual observer.

Initial sales of Wonderful Soap always mean repeat business.

GUELPH SOAP CO.
GUELPH ∴ ∴ ONTARIO

King Oscar Sardines mean bigger Lenten business

Prepare now to profit by the inereased demand for good sea foods during the Lenten weeks.

King Oscar Sardines require but little introduction to your customers. Their good qualities have been splendidly advertised throughout the country, and wherever sold they have won the estimation of the customer.

King Oscar quality is absolutely dependable—our reputation is back of every box. Now is quite an opportune time to feature this profit-pulling line. Ask your wholesaler to-day—to-morrow's results will make you a steady King Oscar dealer.

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton Ontario

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

We'll Exchange

Our Money For Your Spare Time

YES, that's just what we mean—we'll exchange our money for your spare time efforts. There are in Canada to-day hundreds of young men, **who are** representing us in their "off hours," and their spare time with us is giving them regular weekly incomes which are constantly increasing as they devote more and more time to our plan.

You have spare time on your hands. Every one has. What are you doing with it? Are you using it to the best advantage? Is it bringing you a profitable return in dollars and cents? If it isn't, write and ask us how you may increase your earnings by allowing us one or two hours daily. We'll tell you all about it.

Our plan of representation is a sure road to success. It's not anything new or unproven. When other young men are increasing their incomes from $10.00 to $20.00 a week, why shouldn't you? Make up your mind that you will join this "Spare-time-money-making class of hustlers" and reap the profits.

The first thing to do is to drop us a line—a post card will do. Back to you by return mail will come full particulars of the plan. This obligates you in no way. Simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co.
LIMITED
143-153 University Ave.
Dept. B. **TORONTO, ONT.**

INDEX TO ADVERTISERS

A

American Computing Co. ... Back cover
Anchor Cap & Closure Corp. 10
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries.... 1

B

Baker, Walter, & Co., Ltd... 52
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co.....Inside front cover
Bickle & Greening 53
Borden Milk Co. 3

C

Canadian Cereal & Flour Mills Co. 43
Canadian Salt Co. 4
Cane, Wm., & Sons Co., Ltd. 8
Carr & Co. 15
Cassell's, Dr., Medicine Co., Limited 2
Catelli, C. H., Limited 44
Channell Chemical Co., Ltd.. 8
Chase & Sanborn 45
Church & Dwight 9
Clark, Ltd., W. 7
Concord Canning Co. 4
Connors Bros. 48
Crothers & Co., W. J..... 16

D

Da Costa & Co. 11
Dominion Canners 5

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 50
Eureka Refrigerator Co. 15

F

Fearman, F. W., & Co. 46
Financial Post 14
Freeman Co., W. A. 50
Furnivall-New 11

G

Guelph Soap Co. 53

H

Hamilton Cotton Co. 53
Hargreaves (Canada), Ltd... 9
Hatfield & Scott 45
Hillock & Co., John 12
Hygienic Products Co. 8

I

Imperial Extract Co. ..... Inside front cover

J

Jenkins & Hardy 52

L

Lambe & Co., W. G. A..... 56
Laporte, Martin, Limitee ... 55
Leacock & Co. 4
Lemon Bros. 49
Lightcap, O. F. 56
London Retail Grocers' Assn. 45

M

Macdonnell & Co., A. J..... 9
Mackenzie & Morris 56
Maclure & Langley, Ltd..... 56
MacNab, T. A., & Co..... 56
Magor, Son & Co. 16
Malcolm's Condensing Co. ... Inside back cover
Mathieu, J. L., & Co. 4
McCabe, J. J. 49
McVitie & Price, Ltd. 8
Millman, W. H., Sons 56

N

National Licorice Co. 53

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 56
Pennock, H. P., Co., Ltd..... 56

R

Red Rose Tea Co. 15
Rennie Co., Wm. 9
Rock City Tobacco Co ..... Inside back cover
Root Canadian House 52

S

Shidzuoka Ken Tea Guild... 13
Smith & Son, E. D. 6
Star Egg Carrier & Tray Mfg. Co. 56
Stevens-Hepner Co., Ltd..... 12
St. Lawrence Sugar Refining 11
Symington, Thos., & Co. 12

T

Thum Co., W. O. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Walker, Hugh, & Son..... 51
Watson & Truesdale 56
Webb, Harry 56
Wethey, J. H., Ltd. 49
White & Co. 49
Whittemore Bros. Corp..... 2
Woodruff & Edwards 45
Woods & Co., Walter 46

YOUR OPPORTUNITY

Easy Sales of Canned Goods

With the supply of home-made preserves about exhausted and the Lenten season fast approaching Canned Goods will move more freely.

We have some very extra good values in Canned Fruits which will net you larger profits than other lines because they will cost you less.

Verify our statement by getting our prices on the following varieties:

APPLES GALLONS
BLUEBERRIES 2s
BLUEBERRIES GALLONS
LAWTONBERRIES H.S. 2s
PEACHES H.S. 1s
PEACHES H.S. 2½s
PINEAPPLES WHOLE 1½s
PLUMS "LOMBARD" L.S. 2s
RASPBERRIES H.S. 2s
RHUBARB GALLONS

Every tin guaranteed to give satisfaction or money refunded.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

MONTREAL

Tel. Main 3766 Telg. "LAPORTE"

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta. | Vancouver, B.C.
Edmonton, Alta. | Hamilton, Ont.
Halifax, N.S. | Montreal, Que.
London, Ont. | Quebec, Que.
Ottawa, Ont. | Toronto, Ont.
St. John, N.B. | Winnipeg, Man.
Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

One Inch Space
$1.00 Per Issue
on Yearly Order.

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

A want ad. in this paper will bring replies from all parts of Canada.

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

Here they are—*the all-Canadian Leaders*

Canadian skill and enterprise, backed by Canadian capital, have produced the now famous Malcolm Condensing Co.'s milk products.

Being pure and high-grade in every respect, these lines are setting the pace for all competitors, while their appetizing wholesomeness has won the unstinted approval of the Canadian housewife.

Note our prices and replenish your stock with some of these **All-Canadian Milk** products:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3 60
Banner Condensed Milk, 4 doz. in case	5.50
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	4.00

The Malcolm Condensing Co., Limited, St. George, Ont.

No. 38

Facts without Bias

(Canada's 105-year-old Pioneer)

Blazing the Trail

"The early settlers of Ontario had but one guide when travelling through the forests and marshes and that was the blazed trail. It was simply a series of axe-marked trees through the woods.

"It was a serious thing to get off the trail; perhaps a day or so in the woods with nothing to eat but a plug of chewing tobacco. They were good days, lad, but I prefer the modern day with my comfortable home and my **King George Navy.**"

Are you supplying this trade, Mr. Grocer, with Canada's well advertised chewing tobacco?

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Perfection Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)

IT IS A CHEESE CUTTER WORTH HAVING.

A REAL COMPUTER

AND YET SIMPLER THAN ALL OTHERS IN CONSTRUCTION AND OPERATION.

ABSOLUTELY NO FIGURING TO DO.

IT STANDS THE TEST FOR DURABILITY, FOR IT LASTS A LIFETIME.

A REAL PROFIT-SAVER

Write for Prices and Terms.

WE HAVE SPECIAL COMBINATION PRICES WITH CABINETS AND PEDESTALS.

IT SAVES ITS COST in a few months and lasts a lifetime.

BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need A PROFIT-SAVER.

BUY IT NOW.

American Computing Company

HAMILTON, ONT.

Should Selling Price Be Based On Original Or Present Cost?—Page 17

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MARCH 10th, 1916 No. 10

Welch's

"The National Drink"

Made at St. Catharines of choicest Ontario Concords, Welch's is the juice of profit and satisfied sales.

Welch profits are uniform and regular. There's no element of risk, every bottle is guaranteed, every bottle stays sold and brings the buyer back for more.

Order Welch's now. *Sold by leading jobbers.*

The Welch Co., Limited, St. Catharines, Ont.

There's money and quality in every package

Our new scheme of giving away with every package of Minto Tea the amount of money it would require to advertise it has created a steadily growing demand for this high quality beverage.

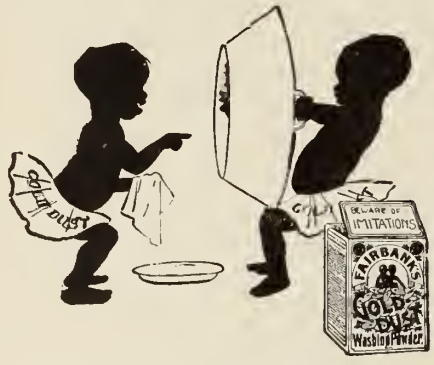
You can safely recommend it without hesitancy—it has the winning quality that appeals to the discriminating tea drinker.

Minto Bros.

284 Church Street, Toronto

Costs you 33c a pound and retails at 40c.

Try it out. Send for a trial supply.



Gold Dust makes pans look so new,
That they gleam as mirrors do.
—THE GOLD DUST TWINS

GOLD DUST

for a quick "turn over"

Gold Dust, the Active Cleaner, has become a recognized household necessity. Millions of housewives order it as regularly as they order their supplies for the table.

The use of Gold Dust increases daily, because it is recognized as being superior for cleaning and brightening everything all over the house. It does not scratch or mar.

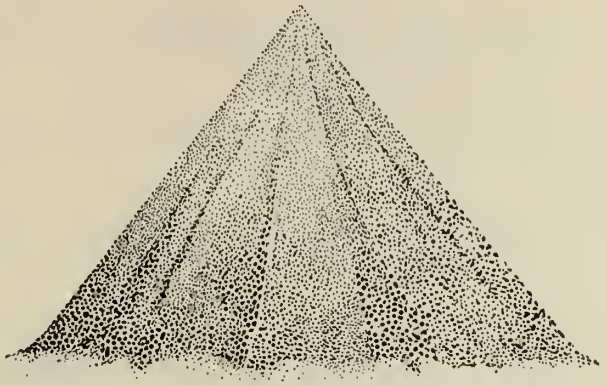
Gold Dust sells steadily. It gives thorough satisfaction—it repeats. It is indispensable in the modern household.

USED THE YEAR ROUND. *ORDER OF YOUR JOBBER*

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of Broken Bags, Down Weights, Improper Handling, it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

LANTIC SUGAR

in Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in packages that sell, packages that are attractive, packages that are modern, packages that satisfy?

Lantic Sugar

Order through your jobber a trial order of Lantic Original Packages.

Put up in 2 and 5 lb. cartons and 10 and 20 lb. bags.

Atlantic Sugar Refineries, Limited

MONTREAL

The Gorgon Fly-Catcher

(Made in England)

Will not dry out or lose its effectiveness.

It will not leak in hot weather.

It has the handy pin attached to the ribbon—an exclusive feature.

It will *catch* flies—a fly-catcher that fails this test is expensive at any price.

Don't Experiment

The *"Gorgon"* has given complete satisfaction for years.

Order from your jobber to-day and ensure early delivery.

Agents for Canada :

TOMLINSON & O'BRIEN - Winnipeg, Man.

Babbitt's Cleanser

A full weight package of the best Cleanser on the market

Retails at 5c.

Shows you a good profit and gives your customer

Double Value

Agents :

WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

OCEAN BLUE

is stronger than ordinary kinds, better to use and much more economical. It produces the correct effect in the shortest time, and with the least labour, upon Linens, Laces, etc.

Keep good stocks handy; it means more of the trade worth having.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6 Jones Block, 427 Hastings Street, West, Vancouver

the best milk products that science can produce is what you give your customers when you sell them any of the *Borden Line.*

And Borden sales are always easy, our extensive advertising campaign having introduced those "leaders of quality" in every community.

Selling Borden's Milk Products not only gives you the immediate profit on the individual sale, but opens the way to the bigger profits arising from increased business and increased customer satisfaction.

Trial supply to-day?

Borden Milk Company

"Leaders of Quality"

MONTREAL

Branch Office—Arcade Building, Vancouver

This Brand Marks a New Era in the Raisin Business

Sun-Maid Raisins

standardize product and prices in the raisin business, from grower to consumer.

6000 California raisin growers are achieving this result with this brand by an organized campaign of national educational advertising.

Raisins Now Sure

This makes raisins a safe buy always by steadying the market price and developing a new demand.

These associated growers virtually have put an end to the old speculative days, when you never knew, from week to week, how much you would have to pay for raisins.

Now you are sure of steady profits.

A National Demand

Our nation-wide advertising is booming the demand for this brand. Sun-Maid Raisins are the only brand nationally advertised. They represent the choice of 6,000 vineyards—plump, meaty, luscious, white muscatels, sun-cured in the vineyards, seeded, and packed in attractive cartons—36-16s to the case.

The retail price is 15c, 2 for 25c.

Let us tell you how we help you cash in on the prestige and reputation of Sun-Maid raisins. Write the office nearest you, *to-day*.

CALIFORNIA ASSOCIATED RAISIN CO.
(Membership, 6000 Growers)
FRESNO, CALIFORNIA
Hearst Bldg., Chicago (193) 113 Hudson St., New York

MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.
12-14 McCaul St., TORONTO
Made in Canada by Gerhard Mennen Chemical Co.
MONTREAL

CENTURY SALT

Century salt put the cents in the profits

Century Salt is not combined with cheap ingredients, the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

THE DOMINION SALT Co LIMITED
SARNIA, ONT.

Here Are a Few Sales Talks With the Punch

Best for Coffee, Salads and some Babies.

Best for some Babies, Cake, Candies

You, Mr. Grocer, can look your best customer straight in the eye and tell her—

"Canada First" Milk is best by "Government Test."

You can tell her it is made by a Canadian Company.

You can assure her that she is patronizing a Canadian-owned concern and Canadian-made goods.

Finally—that she will receive better value for her money.

Can we look to you for this co-operation?

Note the coupon.

PATRIOTIC COUPON

Count on me to Push Canadian Made Goods. Send me your dealer helps.

Name ... .

Address.... ... .

Prov..... ....

The Aylmer Condensed Milk Co., Limited

AYLMER, CANADA

London Grocers' Pure Food Show

April 24—29. ONE WHOLE WEEK

We estimate 12,000 people will pass through the doors, which will afford a grand opportunity for direct advertising.

Write R. H. HARLEY, Secretary
London Retail Grocers' Association

Our stock of

CEYLONS, INDIANS, JAPANS and CHINAS

is at your command in our expertly selected range of BLACK and GREEN TEAS. "Cup quality" identifies all our teas and this is secured by careful selecting and testing. Make your store distinctive by featuring selected black teas, and at the same time, reap better profits. *Samples and prices on request.*

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St. ESTABLISHED 1874 **Montreal**

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

MAPLE SYRUP and Sugar for your Private Consumption

I shall have for delivery in April a few hundred gallons of Maple Syrup of extra fine quality. Purity absolutely guaranteed. Imperial gallon cans, $1.40 (packed 5 gallons to a case). Maple Sugar, 13c per lb. Terms: Cash with order. Money refunded if not as guaranteed. Send your order now.

L. L. HARDY, St. Bazile de Portneuf, P.Q.

CLARK'S COOKED CORNED BEEF

Sizes

½, 1, 2,

6 and 14

The goods you want, Mr. Grocer, are the goods that "SELL."

The QUALITY and REPUTATION of Clark's Cooked Corned Beef will make you more SALES, and more friends than any other.

THIS IS THE TIME TO BUY

W. CLARK, Limited, Montreal

Clark's

Put a "Come-Back" in Your Sales

and win the molasses trade in your locality by serving your customers with a pure cane sugar molasses

Leacock's Molasses

Extra Fancy and Extra Choice

The high grade quality of this brand will put the "come back" into your sales.

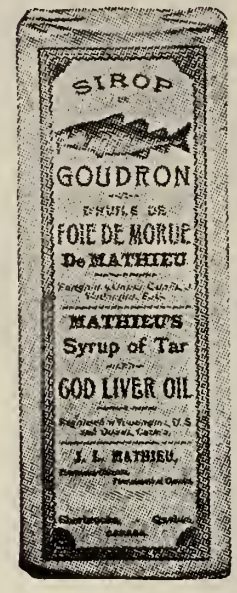
Keep Leacock's in stock and win a reputation for quality.

LEACOCK & COMPANY

Exporters of Highest Grade Molasses

BARBADOS, B.W.I.

Arm your customers 'gainst the cold weather peril



Just now, when the forces of LaGrippe and Pneumonia are abroad your customers will readily appreciate the splendid body-building qualities of

Mathieu's Syrup *of Tar and Cod Liver Oil*

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker"; keep it before your customer's notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock up to-day.

J. L. Mathieu Co., *Proprietors*

SHERBROOKE, QUE.

Big Spring Business Assured

A tremendous sale of O-Cedar this Spring is absolutely sure.

O-Cedar Polish

(MADE IN CANADA)

Don't be afraid to lay in a big stock *now*. Write your jobber to-day. Ask him about the different *"Profit deals."* They mean bigger profits for you.

Order from your Jobber.

Channell Chemical Co., Ltd.

369 Sorauren Ave.

TORONTO

The Best Pickle Salesman!

"Crackerjac" Steel Slide. **Sanitary Display Racks**

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower priced than any rack on the market.

It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars. Channel Steel Bases with Casters. All Sizes. Send for Catalog.

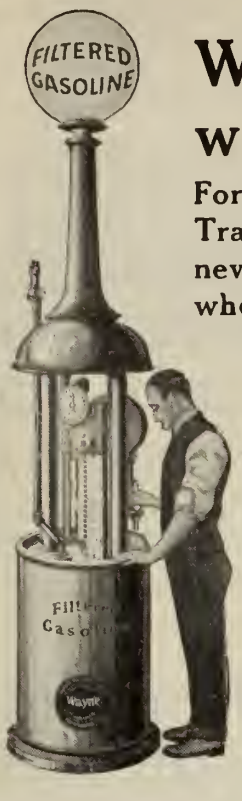
No. 260. Complete with 6 Jars, $20.00.
No. 258. Complete with 9 Jars, $25.00.

Salesmen Wanted.

Evan L. Reed Mfg. Co,

604 A Street

Sterling, Illinois



The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.
WOODSTOCK ONTARIO

When you sell

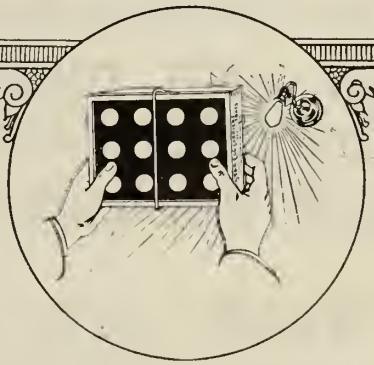
HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



The Star System

For Safe Egg Handling

Would you give four seconds time to know that each dozen eggs you pass on to your customers are wholesome and fit for use? Can you afford *not* to be sure?

We can show you a dozen other equally as good reasons why you should be using Star Egg Carriers and Trays. Write us.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1502 JAY STREET ROCHESTER NEW YORK

If Spare Time Means Dollars to You

If an extra $5.00 or $10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

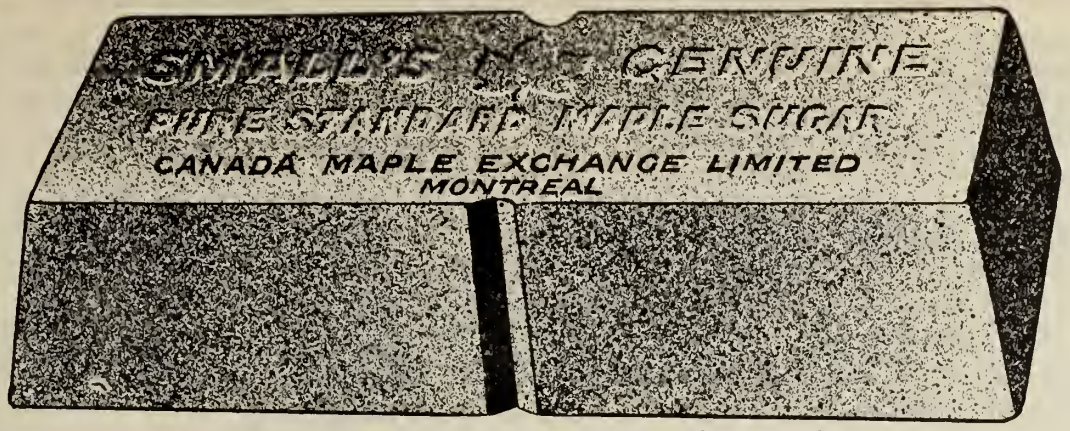
We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

Last week right here in Toronto one young man earned $32.00. He devoted an average of four hours each day to looking after our subscription business. Would an income like this interest you? Write us to-day; we will gladly send you full particulars concerning the plan without obligating you in the least—simply say, "Show me how to turn my spare time into money."

Address

THE MACLEAN PUBLISHING CO.

Dept. F. P. TORONTO - CANADA



This sugar carries our guarantee on bottom of each block.

PURE MAPLE SUGAR

There are two brands that stand the test: **Small's Maple Leaf** and **Twin Block**; we control both. Through all jobbers or direct in 5-case lots. **Can make immediate shipments.**

Kindly mention this paper when writing to advertisers.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

Knox Gelatine Does More Than Pay You a Splendid Profit

No. 1. KNOX GELATINE saves you time because it is the best known, most widely sold gelatine, and therefore sells with the least effort on your part.

No. 2. KNOX GELATINE pleases your customers, which is proven by its wide sale.

No. 3. KNOX GELATINE gives you all the prestige that goes with selling a well-known satisfactory article. People who see it displayed at your store feel you are anxious to supply them with good brands and will have confidence in you.

"Make KNOX Your Gelatine Leader."

Charles B. Knox Co., Inc.

Johnstown, N.Y.

Knox Gelatine Branch Factory: Montreal, Canada

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

Have No Hesitation
in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

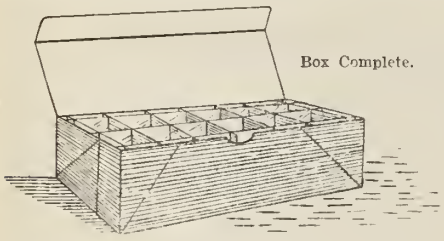
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD in this paper



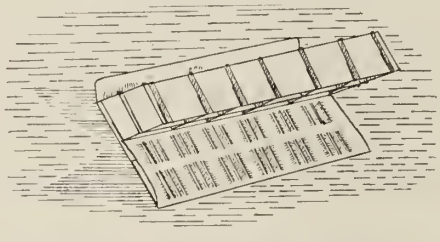
Box Complete.

This is a **self-opening box**, overcoming the cost of labor in making up the box, and always ready for use. Whoever you are, wherever you live, **you need the new 1916** most practical egg box.

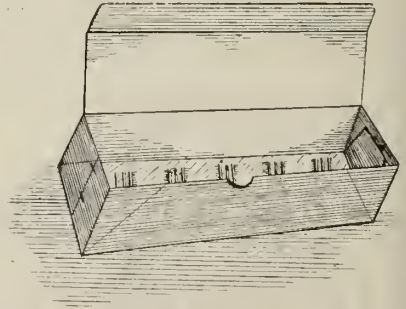
Patented in U.S.A. Canadian Patent pending.

The Safety Cushion Egg Box

The box of **merit, quality, strength** and **superiority** over all other egg boxes—a box which has **gained a reputation** for itself by which we can prove by letters of recommendation from **experts of the highest authority** in the poultry line as a box of **hundred per cent. efficiency**. The **cushion bottom** which protects the eggs in delivery and general handling is **a feature in itself; it warrants the safety** in receiving them in perfect condition; another feature is the **cushioned side and ends**. We have made a special study of every point offering the best protection to the eggs, so it makes a box which guarantees its own cost.



Box Knocked Down, with Fillers Included.



Box Open, Showing Part of Cushion Bottom.

J. L. S. Morency, St. Mathias St., Quebec, Canada

Manufacturers of all kinds of folding and set-up boxes.

REPRESENTATIVES: For Montreal—Mr. John R. MacGregor, 59 St. Peter St., Montreal, Que. Maritime Provinces—T. S. Pattillo & Co., Ltd., Truro, N.S. Province of Ontario—The James Wilkins Smallware Co., cor. West Market and Colborne St., Toronto, Ont.

JAPAN TEA
Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.
Japan Tea occupies a unique position in the Tea Marts of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.
YOUR dealer sells it. Ask HIM.
The Japanese Government prohibits adulteration and coloring of Tea.

Canada is a large and growing market for Japan Tea.

The growth is partly the result of our consumer advertising, but is largely due to the delicious, fascinating, satisfying quality of the tea itself.

Are you getting your share of the success of this big Japanese industry by featuring Japan Teas?

ORDER FROM YOUR WHOLESALER.

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - - $2.00
Special Western Edition - - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

Founded on Quality

The Dominion-wide success of Red Rose Tea is due to its being built on the bed-rock of QUALITY. People look upon it as a QUALITY tea—a tea that is always GOOD, and always worth the price. Grocers, too, know Red Rose Tea has the QUALITY that insures satisfied customers. Many of them, and their number is steadily growing, make it their LEADER, and report better success than they had when pushing the harder-to-sell unbranded teas.

Here's part of the Queen Quality List which should interest every grocer in Canada

They're money-makers

Queen Quality Pickles, Sweet Mixed and Chow in Bottles.

Bulk Pickles, in pails, English Chow Chow in pails.

Pure Tomato Catsup, bottled or in bulk.

Worcester Sauce, bottled or in bulk.

Queen Quality Universal Sauce.

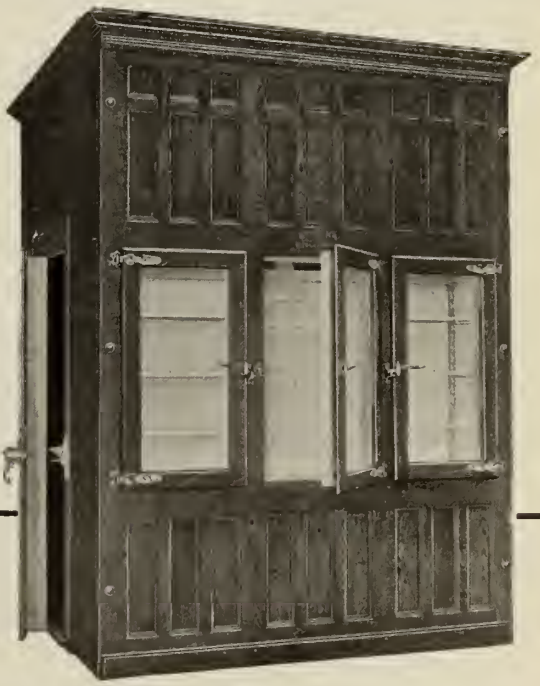
Put up in 10 and 20-ounce bottles. Brisk Business with Queen Quality.

Don't fail to get our quotations on bonded spirit and cider vinegar.

The name Queen Quality stands for the best in Pickles, Catsup, Relishes, Vinegars, etc.

Queen Quality Products are put up in the new shape bottle, with the improved and attractive label and the always-safe Anchor Caps.

Taylor & Pringle
OWEN SOUND, ONT.



This is our latest "Special"

and original design, manufactured and installed early in 1915, and every week since.

—the very newest idea in BUTCHER REFRIGERATORS. It has Cold Storage Door and Cold Storage Windows, with regular rubber gasket applied, making refrigerator absolutely airtight.
The display front has a white porcelain interior, which adds to its attractiveness and guarantees perfect cleanliness.

GET FULL PARTICULARS.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE **TORONTO**

Robinson's "Patent" Barley

is acknowledged the best food for infants and invalids.

You will find ROBINSON'S "PATENT" BARLEY a business-building line, that is well worth featuring. Display them so customers will buy them from you.

Your wholesaler can supply you.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

TEA

The situation is strong and the demand active. The trade now know just where they stand as regards a tax, and sales should increase enormously.

Get in line and buy your goods right at first hand costs. We are to-day making special offers in—Japan Teas, Japan Siftings and China Congous.

John Duncan & Co.

Established 1866 — MONTREAL

CANADIAN GROCER

VOL. XXX TORONTO, MARCH 10, 1916 No. 10

Present Cost Favored for Selling Basis

Majority Think This is Correct Method as Retailer Loses if the Price Should Go Down and Should He Be Holding Stock—Course of Others Diverted by Competition—Some Favor Division of Advantage With the Consumer

Compiled from reports from 35 merchants

ON what do you base your retail selling price?

(a) On what you actually pay for the goods;

(b) Cost at present time, if you had to replace them; or,

(c) Do you take part of advantage yourself and give part to customer.

Thirty-five grocers and general merchants have answered these questions at the request of Canadian Grocer and some very valuable opinions are the result. Naturally opinions differ. The question is discussed from many different viewpoints and some have gone very fully into it.

Some under all circumstances favor basing selling price on what it would cost to replace the goods—the majority of the 35 are of this opinion. Others prefer to give the customer advantage of good buying on part of the retailer, while others still favor dividing up with the customer.

"Competition" is the bugbear of many. Owing to course that competitors pursue, several do not make present cost basis for selling price—although they are convinced that is the proper method. The problem is handled so fully by the retailers that it is unnecessary to go further into details. Read these replies; they are certainly worth careful study:

Ashwell Limited, Chilliwack, B.C. — "We would pursue course No. B, because in case the market declined we would have to give our customer the advantage of any decline in price."

* * *

Good Co., Lethbridge, Alta.—"Under ordinary conditions I would base selling price on present cost; that is, if I bought goods in the ordinary way and did not lay in any extra supplies in anticipation of a rise, then I would base the selling price on present costs. Should I, however, have bought heavily with the expectation of the goods going up in price, then when they did go up in price, I might have to sell somewhat below in order to move the extra stock in as quick a time as necessary and consistent with good business methods. That, of course, is more in a speculating way and would be used as an advertising stunt as well as getting rid of the goods."

* * *

Rennison Bros., Athabaska, Alta. — "The course that should be pursued is, base your selling price on the present cost of the goods. The reason for that course is that if you have a stock of goods the price of which dropped after you had purchased, the competition would bring the price of your stock down to the present rate."

* * *

Begg Bros., Acme, Alta.—"If we are not 'long' on the stock and if the goods are not perishable, we would most certainly take advantage of the rise in price possibly giving the customer some slight part of the benefit. We have proved to our satisfaction that this plan works out successfully in actual practice. Wholesale houses follow this method, why should not we? They have expensive organizations and could we follow any better instructors?"

* * *

Biggs Bros., Regina, Sask.—"In our opinion "B" method is the proper one. It may have been just luck or it may have been foresight that you were in possession of a stock the value of which advanced while in your possession, but were the price to drop while in your possession you would not be able to sell against competition, for the selling price at which you had valued it if you paid more than present value. Business has its ups and downs and our aim is to keep it on the level. You must take, and you must give. Of course, circumstances to a large degree govern whatever method you use. Competition is very keen in a community where price is a big factor and if your competitor is giving away his buying profits as a trade drawer, your action should be to meet your competition if you are making a profit, for in such communities ignorance usually makes people believe you are overcharging them if your competitor sells the same article cheaper than you do. You usually find this state of affairs only in a poorer district. If the stock you have is of a perishable nature and is not moving fast enough to enable you to clear, the sacrifice must be made one way or the other, whichever you choose—in our opinion, the reduction in price, as it draws a certain amount of the other fellow's trade, on which you have a chance to make up some of the loss of profit which your price reduction has made you forfeit. It goes back to the old saying 'Circumstances alter cases.' This is our opinion of the question."

YOUR OPINION WANTED

Thirty-five merchants herewith give their views on what the selling price of an article should be based—original cost or what it would cost to replace it. While the majority favor the latter, yet they point to instances where they do not follow this course for certain reasons. Some prefer to give the customer the advantage, or at least part of the advantage, should the dealer be fortunate in making a good buy before an advance takes place.

What is your opinion of the matter? After reading the replies, what have you to suggest?

This is a problem that will bear further discussion and CANADIAN GROCER *would appreciate experiences and opinions of others not represented in this article.*

Beacock & Hodges, Mortlach, Sask.—"If we could get competitors to raise the price when an advance came to us, we would do the same, because we consider it purely business. Suppose a farmer has wheat or oats to sell. He brings in a load to-day at $1 a bushel; to-morrow he brings in another load and price is $1.05, he won't sell it for $1 will he? Has not the merchant the same right. We think he has, but competition sometimes has to be our guide. We try to work together in this way and take all the advantages there are."

* * *

Thomas Hamilton, General Merchant, Tessier, Sask.—"This depends on conditions and the amount in stock of the article in question. If my stock is heavy I generally sell on the basis on which I purchase, but I very seldom take advantage of the rise in goods, preferring to base my selling price on what I pay for the goods."

* * *

Alexander Reid, Brandon, Man.—"If I could follow my own inclination I would certainly base my selling price on what the goods cost at present. But as we have so many here in business now who take advantage of selling anything they buy at a low price, and make a leader of selling on the same basis, I very often have to do the same, although I do not consider it good business. The reason is because if the price of an article drops after we buy, we cannot keep the price up and consequently we lose that way; and if we could advance the price, when the market rises we would be protected. I consider if I give the consumer the advantage of a low price on goods that I have probably bought and paid for before they are sold, he gets the benefit both ways."

George O. Werrett, Simcoe, Ont.—"As a general rule we base our selling price on what we pay for the goods unless the advance is big enough to warrant an advance retail; if so we then figure our price on the advance price, although we have the goods in stock at time of the advance. Our reason for doing so is because of the many small advances that do not allow us to advance our price on account of the advance being so small. One evens up the other."

* * *

J. M. Whealey, Stratford, Ont.—"We would consider it quite fair to base the selling price on what would be the present cost to us. The reason would be that should the selling price fall—which frequently happens — the retailer must stand the loss. Our experience is that the retailers will not break more than even in the long run. We would not consider, though, sharing the extra profit with the customer incumbent on us, unless the same sharing of loss would be granted in the case of a drop in the price; and as yet we have to meet any that would do so."

* * *

Paquette Bros., Hawkesbury, Ont. — "We would take part of the advantage and give part to our customer, for the reason that we increase our margin of profit and the customer does not feel the slight advance. Still, we are able to undersell our competitors who buy at the advanced prices."

* * *

George Appel, New Hamburg, Ont.— "I would take part of the advantage and give part to the customer as goods are costly enough to the customer as it is at present."

* * *

A. G. McDowell, Dunnville, Ont. — "Would all depend on the quantity of stock I had and future prospects of market. If I had a large stock and future conditions looked favorable I would sell at old prices. If not, I would advance my price just enough to get an average profit."

* * *

Stone & Fisher, Iroquois, Ont.—"We would sell the stock with our usual profit over to-day's price of article if we could. The reason is, if an article goes down in price we have to reduce the selling price to a great many times less than cost. When war was declared over a year ago we were fortunate to have for instance a large stock of sugar on hand also flour, and we followed the market where we could. Of course, you have to take your opposition into consideration where he will not work with you. Last summer flour took a slump and in some cases we lost 75c a bag. We had to put our price down or keep the flour, for in this section the farmers club together where the merchant has not followed the market, and order the goods themselves."

* * *

Robert Rawlings, Lakeside, Ont.—"If competition would allow it I would sell goods at advanced price, because when goods fall again I should have to sacrifice; but one cannot always do what one would like. Competition does not always allow that."

* * *

W. A. Brunton, Newmarket, Ont. — "Take part advantage. Having to sort up stock and pay in advance, keeps your price more regular for a length of time and is both fairer to yourself and your customer. Exception would apply to stuff you were carrying too long."

* * *

A. Ronald & Co., Minessing, Ont.— "As the saying goes 'There are exceptions to all rules,' but we believe in basing our selling price on the present cost of goods, or else what is to be saved by watching the market and buying at most favorable time? If prices go down, selling prices in most cases have to follow suit. Why should it not work the other way? This practice should be considered as perfectly right and proper and the exception should only be when the difference is charged up to advertising in any of its branches. Profits now-a-days are all too small and we think that the advice given on page 200 of 'Store Management,' that is 'keep up prices wherever and whenever possible,' is the proper plan. You would not catch a farmer disposing of his grain or other produce at a fraction of a cent less than the highest price obtainable at the time of selling and why should a merchant do anything different?"

* * *

R. E. Hughes, Burgesville, Ont. — "Since the rapid climb in the price of

KEEP THE INEVITABLE IN MIND

By W. Mawhinney, Burk's Falls, Ont.

The only safe method of basing profits is undoubtedly on current values, because while on an advancing market, we have the option of a choice in profits, on a falling market we have no choice. We are then forced to come down in our prices regardless of profits.

Unfortunately almost every town has one or two price-cutters who prefer working for "temporal glory" instead of for the future of their family and a competency for old age. Where this condition exists the only thing to do is to make every legitimate effort to at all times secure as nearly as possible a reasonable profit on market values, thus building up a "profit residue," so that when the inevitable slump in prices comes, we have something tangible to fall back upon enabling us to weather the gale.

When the storm is over we will most likely find that the price-cutter and profit-sharer, has added his name to the long list of insolvents, who have gone before; his fond dream of some day being a "Grocery King" will be rudely shattered, and he will find that those whom he benefited the most will be the first to call him a fool.

groceries we have made it a practice in selling goods bought previously to the rise in price, to take part of the advantage ourselves and give part to the customer except in the case of sugar and flour where the margin of profit is very small. We base our selling price on present cost. We believe this to be the only safe course, especially with stores doing a country business where the customer has a fair idea of the stock a merchant keeps, and to base selling price on present cost would often be cause of loss of confidence on the part of the customer, a thing which a merchant must always guard against. Then again to base selling price on original cost leaves the merchant without protection in the new goods which he eventually has to buy at a higher price."

* * *

W. Hanna & Co., Port Carling, Ont.—"Sometimes 'B' and sometimes 'C.' It is necessary for a merchant to make an extra profit on a rising market in order to balance the loss that he must have on a falling market. When prices fall there is always some one or more dealers in a community who just strikes it right. They are ready to buy at a reduced price and sell accordingly. The others, of course, have to follow suit no matter how much stock they have on hand nor how much they have to lose by the drop. On the other hand when prices go up there are likely to be more dealers who have stocks on hand than there are those who have to buy at once at an advanced price. So most of the dealers are afraid to raise their selling price too quickly if their competitor has not done likewise. Then, of course, we feel that it is right to give the customer part of the advantage as well as good policy to be able to say, 'these goods are worth more money to-day than we are selling them for,' but we bought them right and want to be able to give our customers the advantage.

"On the other hand we think that dealers have a perfect right to the full advantage if they wish to take it, and in justice to each other, we think they should take it. All dealers cannot be fortunate enough to have good stock on hand when prices go up. Some have to buy in hand-to-mouth lots at all times and so these small dealers have often to lose money when prices go up in trying to meet competition from dealers who have a big stock on hand, bought at a low price and still keep selling at less than market price.

"If all the dealers would stand together and would do it, the proper thing to do at all times would be to raise and lower the selling price with present market cost no matter what stocks were on hand. We suppose, however, that ideals like this would be hard to realize."

Retain Customers' Confidence

Advice of Merchant Who Goes Fully into the Question of Basis of Retail Selling Price—Dealer Must Protect Himself Against Reaction

By A. McGillivray, Brechin, Ont.

REPLYING to questions asked, may say that it is a question that every man in the trade cannot answer the same, as local circumstances and conditions affecting one dealer do not affect another. But, I believe every man in the trade in considering this problem should look at it in a broad sense and consider the welfare of the whole trade.

Every dealer must guard against doing anything which will prejudice the public against him or destroy confidence in him as a man who is always in a position to protect his customers against the extremes of the market at a critical time. It must be admitted that the truly patriotic man to-day is the man who understands that the Canadian people are drawn together as never before and at the same time remember that he must be his brother's keeper, as never before; and I would not very much like to be the man who will come through the war a richer man than when it was started. Yet there are two kinds of unfair men in the world. The one is the man who may be, partly at least, unfair towards the public, and the other the man who is unfair towards himself and the interests of his business. I always consider the latter the bigger sinner and every man in the trade, as he watches the rising prices of everything in which he deals, is thinking of the time of the re-action. If he acts wisely he will guard now against his sure losses that he knows must come when prices recede.

But if a merchant will come through with his greatest asset unimpaired—which is the confidence of the public—he must act wisely and carefully. In case I do not make myself plain, I will take the article of tea. Shortly after the war opened, the price advanced 5c a pound. The trade, forewarned of the advance, consequently stocked up liberally, and when the advance came, many merchants went into their stock houses and put stickers on their package tea. This I consider was at least bad business for every time the grocer sold a pound of tea he was destroying the confidence of the public in him as a man who had their interest at heart. Take again the matter of sugar; every dealer knew that the Government was going to put a tax on sugar (if he didn't know he should have known), and bought up sugar as much as he could. Now when the advance came suppose a farmer who happened into my store house and saw 50 or 100 bags of sugar which he knew were bought before the rise, what would he have thought about it, if I had charged him a dollar more per sack?

My policy is to let my customers know I am always on the alert and by doing so I can make a good margin and yet protect those who depend on me to supply their needs to their advantage as far as reasonably possible. My belief is that every man in the trade must protect himself, while the market is advancing for what he knows he is sure to lose when the market breaks. Hold the confidence of your customers and never forget that no matter what they expect of the dealer, that when the market goes down they will not buy his goods if the price is higher than elsewhere.

A. Sweet & Co., Winchester, Ont.—"We think a merchant should advance his price on an advancing market because he is forced by competition to reduce prices on a falling market. Our policy has been to follow the market both up and down as closely as possible. In some cases we have thought it wisest to divide profits both up and down and adjust prices gradually on a sort of sliding scale."

* * *

J. W. Wettlaufer, Bright, Ont.—"I would fall in on question 'B,'—base selling price on present cost, that is, on goods which we turn over often. There are lines we handle which are slow sellers where in many cases price changes without our knowledge. Speaking of the above, should prices drop in many cases we would have to drop also, regardless of our cost. Why should we not have the advance? Because we speculate and protect ourselves on our own investment is no reason why we should sell below cost and more so because it raises disturbance amongst keen opposition."

* * *

H. E. Pilley, North Bay, Ont.—"I always base my selling price on what the goods actually cost me because I do not stock up with any one line, and I buy as I need, and as a rule turn my money over once a month. A man who buys when prices are low, however, and has a big stock I would deem it good business to sell to make a good profit to make up for when he has to buy at higher prices.

* * *

John B. Roper, Milton, Ont.—"I base selling price on what goods would cost me now, for when prices drop, customers look for the drop as well. I consider the difference between what I pay and the rise as profit for risk on my investment."

* * *

W. J. Crawford, Ripley, Ont.—"The question to be answered we believe is to base the profit on the present price. If the market fluctuates in any way either up or down the merchant should go with it, not according to what he pays for the goods, as in this way it makes the merchant keep a strict watch on the market; the majority of the public are able to inform most of us merchants on the market."

* * *

J. McParland, Gananoque, Ont. — "Our experience with the average grocer is that he will be governed by local conditions. There are always some people in every community and in every trade who try to sell below the other fellow, regardless of after results. We have always endeavored to have a living profit consistent with honest dealing and handling the best quality of goods. We cannot say we ever made very much by an advance on any commodity which we bought before the advance. The stock of goods held by an average merchant in a small town is never so large that the advantage will be great."

* * *

J. H. Edwards, Carleton Place, Ont.—"If I continue to sell at the low price until I require to repurchase I will make my usual profit. When the drop in price comes the chances are I have a stock on hand and one of my competitors has not. He starts immediately to sell at the low figure and I must follow suit. I have not protected myself when I had the opportunity, therefore, I must sell out at a loss the goods I happen to have on hand. I should take advantage of the advance in price and thereby protect myself for the drop in price when it comes."

* * *

Melville Bros., Bracebridge, Ont. — "It depends on the goods. If flour or sugar 'B,' if small groceries 'c.' "

* * *

R. W. Waters & Son, Norwood, Ont.—"Merchants should base their selling price on present cost of goods, but will have to be governed by local conditions."

* * *

M. Hastey, Kazabazua, Que.—"I would take and give part of the advantage. By doing so it gives me a chance when buying future stock. Also the majority of the public expect a rise and when they see a dealer not taking all the advantage they will appreciate it."

* * *

Cairn Bros., Yarmouth, N.S.—"We base our selling price on the present cost of goods. Our chief reason is that when all staple goods drop in price, trade conditions compel us to follow and therefore to protect ourselves we feel it is necessary to advance the price of goods when the cost advances."

* * *

Cockell Bros., Whitney Pier, N.S.—"We favor 'B.' We always figure on what it would cost us to replace the goods. If we were loaded up with stock at high prices and a slump came we would certainly have to figure on replacements. The public would not share our loss. That is certain."

* * *

A. T. Morrison, Shippegan, N.B. — "My idea would be to base the selling price on to-day's market, and take the advantage of the purchase; if the market went up and we bought goods on a high market we would have to meet our competitors even at a loss to ourselves in many cases."

DIVIDE UP WITH CUSTOMER

By Geo. S. Mackenzie, Kelowna, B.C.

We usually adopt the latter plan, viz., give part of the advantage to the customer and take some advantage ourselves. This seems to us to be only fair, as although we like to make money, we do not think it best from any standpoint for a merchant to take too large or what you might call an illegal or illegitimate profit.

On the other hand a merchant should have the benefit of his experience in getting in on the low market, else what good is his experience to him in a financial way. We generally take the long advantage but an exception or several exceptions have been made during the last year as we find that in these times of stress no one has a moral right no matter what his legal right may be to make big profits.

Flour a year or so ago was a notable exception. Raisins, currants and peel were also exceptions last Christmas season, and tea prices were not changed at all. Under ordinary circumstances and in ordinary times I think the man who has the foresight to buy advantageously should have the long advantage.

MERCHANTS IN BOARD OF TRADE OFFICES

Grocers who have recently been elected to Board of Trade offices are as follows:—Nap. G. Kirous, Quebec, P.Q.; Jos. Savard, Quebec, P.Q.; A. W. Woodman, Coaticook, Que. (president); F. F. Telfer, Collingwood, Ont. (vice-president); E. T. Marsh, Trenton, Ont. (vice-president); J. C. Cahoon, Cardston, Alta. (vice-president); W. H. Kenny, Sarnia, Ont. (2nd vice-president); C. T. Stephens, Collingwood, Ont. (secretary); J. H. Bradley, Prescott, Ont; H. P. Prentice, Collingwood, Ont.; J. Caldenwood, Huntsville, Ont.; L. H. Ware, Huntsville, Ont.; W. V. Webster, Trenton, Ont.; C. T. Woodside, Saskatoon, Sask.; S. D. McMicken, Moose Jaw, Sask.; J. R. Kelly, Moose Jaw, Sask.

The following general merchants are also identified with this year's Boards of Trade:—E. Hanson, Wheatley, Ont. (President); T. A. Gaetz, Red Deer, Alta. (president); J. J. Audet, Coaticook, Que. (vice-president); J. F. Clarke, Watrous, Sask. (vice-president); G. E. Ford, Sackville, N.B. (vice-president), E. O'Callaghan, Cornwall, Ont. (treasurer); F. R. McMillian, Saskatoon, Sask; J. E. Hickey, Sackville, N.B.; J. E. Fisher, Huntsville, Ont., and W. J. Dodson, Watrous, Sask.

Display Canned Fish in Lent

Now An Appropriate Time to Take Advantage of a Special Season—Canned Salmon Trim That Got Good Business — Large Quantity Attractively Shown.

Window display of canned salmon, which is an appropriate line to show just now in view of Lenten season.

THE accompanying window presents a good suggestion for a canned salmon window. The photograph is a little dull, but the idea of the display will be readily seen. The window trimmer's intention was to produce quantity as well as to make an attractive showing.

Now that Lent is with us again a canned fish display is appropriate. It will be interesting to note that this particular trim sold five cases of salmon at regular retail prices in two weeks. This demonstrates the power of display when the window is arranged artistically.

CANADIAN GROCER would urge immediately a display of canned as well as fresh, frozen and pickled fish. The Lenten season is an important one and full advantage should be taken of it.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, MARCH 10, 1916 No. 10

USE PRESENT COST AS BASIS

ATTENTION of our readers is directed to the first article in this week's issue based on replies of some thirty-five merchants to an important business management question. The question was asked whether the dealer favored basing his selling price on the original cost of the goods, or on what it would cost him to replace them. The answers show the majority are in favor of present cost; that is, if they purchase an article for a certain price and before it is all sold the price advances, they advance their selling price accordingly. In other words, they favor taking advantage of the profit accruing to them from their good buy.

Others, however, do not favor this or at least they do not always follow this course. Many claim to be governed by competition. If their competitors took advantage of the rise in the market, they say they would do the same, but when their competitors continue to sell at the old price, they deem themselves to be in duty bound to do the same.

The question, therefore, has brought up a difference of opinion and will bear further discussion. If a farmer buys a horse at $100 and finds that through some cause or another the price of horses advance, and in six months' time he would have had to pay $150 for the same horse, is he going to consider its value at $100 or $150? The answer is obvious. Why shouldn't the retailer who happens to get in right on a particular market take advantage of the rise in that market. That is logical reasoning, but if, of course, competition is so keen, as a number of dealers say it is, then this method might not always be the best one to pursue. Nevertheless, it is undoubtedly a sound business principle to base prices on present cost.

PROSPECTS IN PICKLE PRICES

WINNIPEG dealers are expecting higher prices on pickles, owing to small cucumber crop last year. As Winnipeg is an important centre for manufacture of this line, this is a matter which concerns the Western dealer especially. Manufacturers' prices are advancing rapidly, and stocks are much depleted. Bottled goods will be exceptionally high, and will probably remain so until new crop is assured. Winnipeg manufacturers are even sending abroad for cucumbers. Another factor which has bearing on high prices is scarcity of saccharine, for which sugar is being used as a substitute for sweetening. As there are more sweet pickles sold in this part of the country than other kinds, this is an important factor.

As regards vinegar, although season is some way off, many Western merchants are booking their requirements at to-day's prices. The high cost of alcohol is causing manufacturers to refrain from contracting for future delivery, and they are able to quote only on sight supplies, which are limited. One manufacturer states that about three-quarters of his annual turnover is already sold. Prices of vinegar are about 10c per gal. higher than they were a year ago.

It is predicted that higher prices on pickles may come into effect about April 1, especially on sweet pickles. The demand for this line starts up as soon

as the warm weather begins, and buying has already been heavy, due either to anticipation of increased prices or to low stocks.

THE FABLE OF THE CUBAN

CONSIDER the case of the Cuban sugar planter. Formerly, that is up to eighteen months ago or so, he was none too flush of ready money. The sugar business was averagely good, but it was nothing spectacular, and the Cuban would get his sugar across to New York as soon as he could, in order to get therefor a cash return. In those days the brokers and refiners in Gotham would sit in their offices and smoke their cigars and turn languidly to the stenographer when she brought in a letter from Cuba. "Oh let him wait," murmured the broker or refiner. So the Cuban waited and sold for whatever the refiner or broker thought they would give him, not for what the Cuban thought he should have. For the Cuban had not very much money, and he would not dictate price and say "that or nothing."

But, the months pass. For a year and a half the world has been scrambling after sugar. The New York refiner found that France and England were competing with him as buyers, and they were willing, perhaps, to pay what the Cuban asked. So the man from Gotham found he was getting short, and that now he must really get in the scramble for sugar, or else he might have to pay very highly because the Frenchman and the Englishman were buying so heavily.

Behold, then, the Cuban of to-day. He has money and lots of it, which is a state diametrically opposite to that he was in eighteen months ago. Therefore, 'tis the Cuban who smokes his cigar, and when a refiner or broker from Gotham writes urgently, offering a price for sugars, he turns laguidly to the dusky messenger who brings the letter, and murmurs, "Oh let him wait." For the boot is on the other foot. The Cuban is rich. The Cuban can dictate prices. If he doesn't get what he wants immediately he can say to the erstwhile important broker and refiner: "Very good, I can wait. You made me wait once. Now, I want my price, and I can sit tight till I get it."

And behold, he gets it.

GOOD SAP RUN EXPECTED

PROSPECTS are there will be a good run of sap in the Eastern townships of Quebec Province this spring. Maple sugar men claim that the sunshiny days and cold nights are conducive to a good flow of sap, so that the weather man has at least been favorable to the producers of our fine Canadian maple sugar and maple syrup.

This year the Government will, no doubt, watch pretty closely the manufacture of maple products. The law is now in effect prohibiting the manufacture or sale of anything but the absolutely pure article. Retail dealers should be very careful, therefore, in ordering their supply, for as vendors to the public, they are made responsible by law for the purity of maple products. Low price quotations should, therefore, be thoroughly inquired into before a purchase is made. Nothing is allowed on the market bearing the name of "Maple," but what is absolutely pure, according to Government standards. Retailers should act accordingly.

LOWER COURT UPHELD

MANY merchants throughout the province and in other parts of the Dominion will be interested to know that sentence has been imposed upon the manager of Business Boosters, Limited, by the court to the extent of $200 fine or three months in jail. The business which they have been carrying on is declared in contravention of the Trading Stamp Act of Canada.

E. M. Trowern, secretary of the Dominion Board of the Retail Merchants' Association of Canada, in an interview with CANADIAN GROCER, stated that the case as disposed of by the courts makes these contests illegal wherever carried on in the Dominion. It is the purpose of this association to notify the secretaries of the various provincial association that the business of this company has been declared illegal and requesting them to take action wherever the conditions warrant.

"Wherever merchants have these contests under way they should immediately terminate them," said Mr. Trowern. "If they continue them they hold themselves just as liable as the promoters. It is the purpose of our association to see that steps are taken to bring an action wherever the contests are still continued. Customers who accept the tickets, merchants who give them out and the promoting company are equally guilty before the law in having anything to do with these coupons.

"Merchants who have purchased prizes for these contests, or who have part payments made on them, should take what measures they deem best to protect their interest in the prizes," said Mr. Trowern.

EDITORIAL NOTES

SINCE THE war began potash has risen from $35 per ton to $240. A Western American firm is now engaged in collecting seaweed on the Pacific Coast in order to extract the potash from it for use in the manufacture of munitions. Alunite, a rare mineral long used for the profitable production of alum and which yields up to 8 per cent. of potash, is now in the States also being utilized for the same purpose by a new and cheap method of extracting the potash from it.

The Cap Stone of the War

A Trade War of Tariff Walls the Certain Outcome of Present Struggle—An Accentuation of National and Racial Characteristics and a Discrimination Directed Against Central European Trade Agents in Particular and Foreigners in General Advised by Sir Richard Burbidge of Harrods—Aid the Dominions and Improve the Consular Service for Trade Improvement

PUBLIC governing bodies are already beginning to promote activities that will insure the eventful victory of British Imperial trade in this great struggle. In particular precautions are to be taken against the activities of the commercial agents of the Central European Powers.

Sir Richard Burbidge, managing director of Harrods, London, has this to say about a tentative plan that would meet the requirements of the situation:

"The only way to beat the Germans, is to put a prohibitive tariff on German and Austrian goods that compete with those we make at home or whose manufacture we are now developing. A prohibitive tariff on foreign dyes would do more to stimulate the British dyeing industry than any other measure imaginable.

"I would have all foreign articles of luxury heavily taxed. 'Make the foreigner pay' would be my motto. It is possible that we may have to pay a little more for things, but the tariffs will go to relieve the heavy rates and they will tend to keep trade in the country and maintain employment, so that so far from having any cause for grumbling, the average man, realising the facts of the situation, will be only too thankful. Even if we pay more for a thing, the great point is that the money will remain in the country and circulate there, so that the community will have the benefit of it.

"Tax All Foreigners"

"Tax the German and the Austrian in particular, but tax all foreigners who send us goods which we can equally as well produce at home at a reasonable price. We have been obliged to buy abroad by the constant underselling of the foreigner. First we only bought 25 per cent. of our commodities abroad, then it grew until it became 50 per cent. and 60%, and it was impossible to do without these imports because the public would have the cheaper article irrespective of its origin. If there was a 6s. German-made bag side by side with a 7s. 6d. English-made bag, the customer would say, 'I will have the 6s. bag.'

"The remedy is clear. It is to tax the German so that he cannot undersell the English manufacturer by means of his rebates and his system of running his factory day and night, which allows, of course, of cheaper production. The German manufacturer is helped to undermine the British manufacturer's trade. We had evidence before the Tariff Commission that iron in Germany was sent out to be sold at £2 10s. per ton less than the home price.

"Encourage the British manufacturer and it will not be found that he is wanting in enterprise. But he must have security for his capital. It is no use his laying down expensive machinery if the next month he finds the market flooded with imitations of his manufactures at cheaper prices than he can sell them. How often have we found this happen! One has only to quote the instances of Birmingham jewellery imitated in Germany and sold here for 25 per cent. less.

"In the coming trade war we must see that German goods bear the mark of origin. In the past we have been rather lax on this score. We have seen that the boxes were stamped 'Made in Germany', but we never took the care that we should have done that the articles themselves were so stamped. In the future there must be no possibility of such negligence occurring. Let people see that mark, 'Made in Germany,' and if they have lost a near and a dear relative in the war, or if they are as keenly patriotic as we expect, they will shun those articles. It will be almost a matter of conscience with them not to have anything to do with them.

"I can tell you what Harrods' plans are in this matter. Whether the Government proposes to put a tariff on German goods or not, and whether they are cheaper or not, our buyers will have orders after the war to buy only from British manufacturers and from manufacturers in the Allied countries. Where purchases are made in neutral countries it will be their business to see that there is not the slightest suspicion of the goods being of German origin.

"Already we are opening up negotiations with, and sending buyers to America and Canada, and in due course they will go further afield, to Russia, for instance. I am sure we shall be able to do without Germany.

"While I would tax the foreigner I would relieve some of the commodities which we get from our Colonies and Dependencies; tea, for instance, with its 100 per cent. duty—and we still speak of 'the free breakfast table'! In fact, I would give a preference to everything that comes from our Dominions.

Improve Our Consulates

"It is possible that the German might come over and start business here, despairing of competing against our tariff wall. In that case I would have some special rating put on him. He must not be allowed to work side by side with the Englishman, his enemy, on equal terms.

"In the coming trade war I would have our Consulate system improved. I would have them run on commercial, not exclusively on diplomatic and social lines. One further point. I see it is suggested that the Continental trip is a temptation to buyers for English houses to go abroad to make their purchases. That is not the case with us; indeed, quite the reverse. We have the utmost difficulty in persuading our buyers to go abroad. They have been inclined to buy from the agencies established here.

"The Continental trip may be a holiday for the buyers of firms who let them go away for a week and don't mind what they do, but in the case of Harrods I can assure you it is no holiday, for we have our own house in Paris to which our buyers visiting there report every day. Usually when they are making purchases they are accompanied by a member of the Paris branch."

PASSING GOOD THING ALONG

The following appeared in a recent price list of the A. Macdonald Company, wholesale grocers, Winnipeg:

"When we know of a good thing we believe in passing it along. If you are interested in better methods of keeping account of your affairs you should read the CANADIAN GROCER, *issue of February 4th, where you will find an article 'How to Keep a Correct Set of Books.' In the February 11th issue of the same publication you will find a well-written lecture 'Finding the Exact Cost.' It will pay you to read both these articles."*

Declare War--Against the Fly

Approach of Spring is Time to Map Out Campaign--Stamp Out the Pest in Your Store—Proclaim the Same Task to Your Customers—Aids to Selling, Preventive and Cures

Specially written for Canadian Grocer by E. A. Hughes

WHEN there is so much talk in the newspaper about war; when the spring drive on the part of each belligerent is drawing nearer; when as is the case, just at this writing, the spring drive of the Germans has been hustled up a few weeks by reason of the necessity of the case, the air is full, as it were, of killing. The grocer should take part in this killing and he has a spring drive for which he should be preparing and planning right now. This is a renewal of activities in the war he commenced, it is to be hoped, some years ago, against the fly. Before this article goes any further, it offers the advice to such retailers, as have not yet declared war on the fly, that they do so now.

The thing should be gone into at once because spring is in the offing. The days are lengthening, the trees are beginning to show little shoots of green, the man at the desk next to us is muttering something which sounds suspiciously like a spring poem, several birds which, in the dark, might be mistaken for robins, are to be seen, and we can see the office boy from afar off coming to ask if he can get a day off to attend his grandmother's funeral. All these are signs of spring. When everything else in nature gets busy because "the year's at the spring," the fly gets busy too, and is just as determined to do as much bad in the world as humanity is determined he shall do little. The plan, therefore, is to exterminate him before he gets big enough to do very much damage.

What the Fly Lives On

The fly has an all too good opportunity. It lives upon filth, upon dirt, and there is so much dirt and filth in the world, so much necessary dirt and filth and refuse, that the fly has ample opportunity. Garbage pails in the streets, the gutters with their sewerage, such buildings as stables and others where animals congregate, rotting vegetation, meats that have gone bad—all these and a hundred other things are what the fly is looking for. He has such an abundant chance of getting in his "bad acting" and most of these things are necessary evils which are being handled just as expeditiously as possible, that the only way to do is to make a real determined attempt to exterminate the fly itself. If we cannot get rid of all the garbage and all the refuse and dirt in the world, the best way is to get rid of the instrument which, using that, creates disease.

Innocent-Looking But Deadly

Consider the common fly. He is a very innocent looking little gentleman, or she is a very innocent looking little lady—that you would not think it possible that he or she could be responsible for so much mischief as falls to their lot. Nevertheless, it does not need a scientist to point out how much evil is done in the world, by the fly. Disease is bred, children and grown-ups alike are infected, and even lives are lost, through the ingenuity and the industry of the house fly.

To begin with there are so many of them! Starting with one fly it is possible in about a month, to see a direct result in the production of no less than 800,000 or 900,000 offspring. Figure it out like this. The fly is prolific to such a tune, that when it lays eggs, it lays 150 at a time. Taking that 150 eggs, which by the by are hatched in 10 days, and supposing that half of them are females, there are out of that bunch 75 more sources of reproduction. In a very few days after hatching they are themselves ready to produce. Multiply 75 flies by 150 eggs and in another ten days there are 11,255 ready to do the same sort of thing over and over again. A large percentage of that number will be reproductive and have a capacity of 150 eggs a piece and in a month's time you have between 800,000 and 900,000 flies. This is an amazing number and when it is thought of the aggregate ill flies can do in the world, one sees what a real menace the common house fly is.

Did you ever spend a little time and watch the machinations of a fly? If its industry could be turned into good channels it would be monumental. It perches, perhaps, on the fence, then flies down into the garbage pail or the stable, wallowing in filth. Without taking the trouble to wash its hands, it hops straight into the milk jug or the sugar basin, contaminating anything and everything with which it comes in contact. It will wander slowly and deliberately around every dish and jug and bowl on the table and leave a certain amount of infection in each.

Not content with that, it will renew its activities along rather different lines and following the bad example of the Prussian militarists, becomes a sort of baby-killer. Filthy, infected with all sorts of disease as it is, it will crawl about whoever and whatever lie in its path, paying no attention as to whether it is the skin of a child or a grown up. So it goes on and the name of fly is legion. Disease in all its insiduous forms is spread about by this so little and mean instrument and its activities, because of its very number, would increase from year to year if determined action were not taken by humanity in general. When you think of all the mischief it does and

A FLY CATECHISM

1. Where is the fly born? In manure and filth.

2. Where does the fly live? In all kinds of filth, and he carries filth on his wings and feet.

3. Where does the fly go when he leaves the manure pile, the privy vault and the spittoon? He goes into the kitchen, the dining-room and the store.

4. What does the fly do there? He walks on the bread, the fruit and the vegetables; he wipes his feet on the butter and he bathes in the milk.

5. Does the fly visit patients ill with consumption, typhoid fever and cholera infantum? He does and he may call on you next, carrying the infection of these diseases.

6. What diseases does the fly carry? Typhoid fever, consumption, diarrheal diseases, diphtheria, scarlet fever, and, in fact, any communicable disease.

7. How can the fly be prevented? By destroying all the filth about your premises; screen the privy vault; cover the manure bin, burn all waste matter, destroy your garbage, screen your house.

Either man must kill the fly or the fly will kill him.

Prevent the Fly.

then you think that it is only a little bit of a thing, your wonderment increases as to why the pest has not been made of much less effect if not entirely obliterated long before this.

Grocer's Great Responsibility

The grocer has a great responsibility in the matter of the house fly, in that he sells food for the public. He has all sorts and conditions of food in his store and everything and anything, particularly eatables, if they are not safe from the attack of the fly, unless sufficiently guarded, will be instrumental to the fly in producing disease.

Have lots of fly-killer up and down the store. See to it that in the hotter months, particularly, no refuse or decayed matter lays about the premises. Rags, old paper, stale food stuffs, meats, all these and half a hundred little things should be guarded from the time they come into the store until the time they leave it. They should not be left about the place any longer than is necessary and they should be kept in such a way and under such covering that the fly cannot penetrate. One method of doing this is fly netting. This can be obtained very cheaply and probably the grocer himself is selling it anyway. There are several different fly killers which every grocer stocks in his store. Use a good number of these for your own use and for taking care of your own comestibles in your store yourself.

Dealer's Duty to His Customers

As to the selling end of it, the grocer should get the public interested in the campaign against the flies, long before they make their appearance. Talk about the danger of the fly to the customer. Appeal to what the newspaper man calls the "human interest" side of the matter. Point out to a woman customer that the fly which has been lingering round the garbage can or cuspidor is the direct enemy of her child. Point out how easily tuberculosis and typhoid might result. Then go ahead and sell lots of fly destroyers. Have notices up and down your store in good bold print pointing out the evils to whomsoever shall come in. Talk about it in your campaign; advertise it and write about it; in short put up a determined and continuous campaign against the fly. Compile statistics which show how big an enemy the fly is. Why not take the figures at the head of this article and copy them out and put them in some place in the store where they would be readily noticed? In brief take any and every method of exterminating this evil.

This article is written ahead of time in order that the grocer may do his part. If an enemy in arms were coming to Canada, and we knew it, we should not begin preparing when they were already at Montreal; we should have prepared for them months ahead. You know the fly is coming as soon as the weather is hot enough; then prepare ahead. Get out after the fly yourself, and talk the campaign to your customer, so that this year even more than other years, a determined effort may be made to get rid of the evil.

ADVERTISE DELINQUENT LIST

The merchants of New Glasgow and Trenton, N.S., have reorganized the Retail Merchants' Association with J. Fisher Grant as president.

A committee has been appointed to interview the Nova Scotia Steel & Coal Company about changing some of their pay days so that they would all fall on open nights for the stores. The committee reported that the management of the Steel Works had kindly agreed to this change.

Another committee to interview merchants keeping open on closed nights reported that all were willing to fall in line with the other stores starting March 1st.

It was decided to advertise in the local papers that stores will close Tuesday and Thursday at 9 p.m., Monday, Wednesday and Friday at 6 p.m., starting March first.

Discussion regarding the summer half holiday resulted in vote to close stores Wednesday afternoons from the middle of June to the 1st of September.

The secretary of the Grocers' and Butchers' section submitted a resolution as follows:

"Resolved that all debtors who do not pay or make a settlement for past due accounts, on or before April 1st, will have their names put on the Delinquent Debtors' List." This was unanimously adopted by the association and will be advertised.

A number of the merchants present stated that they had already received payment of old and past due accounts amounting to several times the membership fee of the association.

Favors the 5 Cent Line

Montreal Grocer Gives His Reasons for Preferring Article Costing $3.90 per 100 Tins to One Costing $3.60 per 48 and Retailing at 10c.

By Z. Lapointe, Montreal

I WAS very much interested reading the article in your issue of February 25, headed "Declare in Favor of 10-cent Line." On reading the opinions expressed by the various grocers, it is plain to see that the great majority of those who declared in favor of the 10-cent line had not thoroughly understood the case as presented to them in your issue of the 4th inst. They took it that the article costing $3.60 per case of 48, and retailing at 10c, was evidently double the quantity of the same product as the line costing $3.90 per case of 100, and selling at 5c.

Based on the assumption, I would certainly declare in favor of the 10c line, for my customer would be getting the same value, and I would be making a much better profit on each individual sale.

But your statement of the case intimates that the two articles are of identical quality, and of the same weight, yet one retails for 5c and the other for 10c. Under such conditions, I declare emphatically in favor of the 5c line. Once I became convinced that the quality was equal, I would certainly recommend the 5c line to my customers, for it is my opinion that the grocer who has the interest of his clients at heart obtains their confidence, and at the same time their steady trade.

I have in mind a case which seems to fit the one presented by you, of a product put up by two manufacturers—one selling at 5c and the other 10c. When the 5c line was offered to me, after looking into its merits, it seemed such a good proposition for the consumer that I took it into stock and recommended it to my customers. The result is that I now sell much more of the 5c line than I previously did of the 10c line. One feature of the case is that the consumer, getting the product so cheap, uses it more generally, getting double the results that she previously obtained for the same expenditure.

And personally I feel that I am making more money on the line, as it sells for 5c straight, whereas I was compelled to sell the 10c line in many instances at three for a quarter, owing to competition. Furthermore, I have the satisfaction of knowing that I have pleased many of my customers, as several of them have mentioned how glad they are that I drew their attention to the 5c line.

THE CLERKS' PAGE

Some Principles of Salesmanship*

Practical Pointers on Salesmanship—Studying the Temperaments of Buyers —Responsibility Rests With Every Man—Go in to Win Battle in Mind of Buyer

IN these modern days, salesmanship has justly been classed as a profession, and has been developed along scientific lines, until it ranks equally as high as law, medicine and kindred sciences, and requires equally as much study, thought and training as is required in obtaining success in any of the above.

In later years there have been developed scientific sales schools and clubs. Today most of the larger manufacturing and commercial concerns throughout the United States have their own sales schools to increase the efficiency of their sales force. Some of the big railroad companies are now educating their employees from the ground up—fitting them for positions of responsibility and larger remuneration.

Selling goods is essentially a process of the mind between buyer and seller. Psychology as one writer puts it, is "The Science of the Mind." Every sale combines the elements of mind over mind and unless there is a willingness of the buyer to purchase and the willingness of the seller to sell there can be no sale.

Let us consider first some of the qualifications necessary for the successful salesman to possess and, second, some of the various characteristics of the purchaser.

No salesman can expect consideration at the hands of his customer and command his respect unless he possesses SELF-RESPECT.

Every self-respecting man has a certain amount of dignity. This does not mean he should be independent or egotistical. A self-respecting salesman has the courage and determination and faith in himself so that he can look every man in the face, and be a true man in every sense of the word. The salesman should always bear in mind that he is not asking any special favors from his customers when he tries to sell him his goods but, on the other hand, should try to convince his prospect that he is there to render him service by selling him the product that in turn will prove profitable to all concerned.

Banish every sense of Fear, for the salesman that is conscious of any thought of littleness will never succeed. If your goods are right no apology is necessary when you try to sell them.

Cheerfulness, Politeness and Enthusiasm go hand in hand. "As a man thinketh, so is he." This is as true from a salesmanship standpoint as it is from a moral or spiritual standpoint. The man who can smile and does smile, the man who is cheerful even in the face of disappointment, is always in greater demand than the grouch or pessimist who is always looking on the dark side of things. Kickers and knockers have no place in the business world. Many a sale would otherwise be lost if it were not for the fact that the buyer was impressed by the pleasant, good-natured attitude of the salesman. Some authorities claim that these qualities are of as much importance as a knowledge of the goods, showing the interest in the welfare of your prospect, and working into his confidence and goodwill, will always bring its reward.

If your prospect is inclined to argue and show his resentment, agree with him for the time being, and if you are tactful enough, you will soon have him agreeing with you. A little study of human nature will convince you of this fact. A man's character is often expressed by the clothes he wears, the manner of his walk, the expression in his eyes. A judge of human nature will read a man's character in his face.

It is essential that the salesman be neat in his dress. This does not mean to be a fashion plate or to wear gaudy clothes, which attracts attention from the real man.

It is said of the president and salesmanager of one of the greatest concerns in the United States, that in a meeting of his sales force, numbering into the hundreds, he addressed a dozen or more of his men, and warned them that unless they had their clothes pressed and wore a subdued color of a necktie, that their resignations would be accepted.

Soap and water are cheap, and there is no excuse for a salesman to neglect their use. Keep your collar and shirt clean. Keep the body well bathed; a clean shave each day; hair brushed neatly and trimmed; teeth and nails should always be kept clean. Pay strict attention to your health. The salesman who is careless in all these matters will be careless of his business.

The use of cigarettes and liquor should be shunned. The smell of tobacco or liquor on the breath has lost many an order from a good customer and in some cases the buyer has quit dealing with the house altogether.

Experience has proven that it is not necessary to indulge in these habits or to entertain your customer in this manner in order to get his business.

Hope, Determination, Stick-to-it-iveness are just as important for the salesman to cultivate as any other qualifications. The man with the desire to be successful will reach his goal sooner than the man who never hopes to attain the first place in his profession. It is true some men have their wish-bones where their backbones ought to be, but the man with the definite aim and purpose in life, the man who is not a drifter, the man who aims at the bull's-eye, is bound to win the prize of the high calling of successful salesmanship. Think success and you will be successful. The salesman who possesses the bulldog spirit, the saleman who says "I will" and "I can" is the man who will not yield to opposition, no matter from what source it comes—never let go and when you are sure you are right—go ahead.

This spirit will develop confidence in yourself and nothing can stop you. Persistence in the right direction if not overdone will in most cases land the order that you are so eager and anxious to secure.

Characteristics of the Purchaser.

It has been said that the real battle in making a sale is in the mind of the buyer. As the temperaments of two people are hardly alike, so it becomes necessary for the successful salesman to study in no small degree the various temperaments of his prospects. Human nature is a peculiar thing, and the salesman who can judge the general disposition of the purchaser, his strong and weak points, and use this knowledge to its best advantage, will, nine times out of ten, get in such close touch with him, that he will succeed in closing his sale.

Some buyers need coaxing to a certain extent. Some will want to argue and trip you up, and by taking you una-

*Extracts from an address by A. L. Habekotte, Assistant Sales Manager, The Moore Oil Co., Cincinnati, Ohio.

wares, endeavor to get the best of the bargain. Some buyers are looking only for price instead of quality and service.

It is very seldom that any buyer is looking for you with outstretched arms to welcome you. After all, the orders which are hardest to get are the ones most appreciated. The salesman is in a true sense an educator.

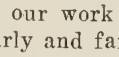
Many new lines are being introduced to the public every day and if the article has the proper merit, the price asked for it is right, if it is backed up by the house and the salesman—you are justified in asking the time and attention of your prospect. Always make your customer feel that your business is going to prove profitable and beneficial to him. Some salesmen have been known to have talked themselves out of an order after they have once had it. So be careful and know just when to end your argument.

More salesmen fall down in closing their sales than at any other time. If you failed to make your sale be good-natured about it, or at least do not show your disappointment, but keep up your courage, for at some future time success will come from your efforts.

We read a great deal nowadays about "Clean Up" day and spring medicines to tone up the system, etc. This is the season for house cleaning, to get rid of the germs of laziness and lack of interest in our work and take our medicine regularly and faithfully. If you have a wife or a sweetheart, take her in your confidence and get her interested in your personal work. She will help you and inspire you. Be like Willard. Go into the fight to win. He said all during the big fight his thoughts were of his wife and children. Read up in books and magazines all you can about things pertaining to your business. Remember: Science is Knowing and Art is Doing.

If you want to reach the top round in the ladder of successful salesmanship, make up your mind to start to-day to take advantage of every opportunity which knocks at your door. Don't be afraid to work. Work with your brain as well as your hand and foot. Learn to think and use all the faculties with which God has blessed you.

The responsibility rests with every man as an individual and it is up to YOU to make your life a success or a failure.



HAS NO EQUAL

MacLean Publishing Co.

Dear Sirs:—Find enclosed $2 to pay for "CANADIAN GROCER" for one year.

It has no equal as a grocer's paper.

M. F. AMES,

Plainville, Ont.,

THE WONDERFUL COCOANUT

The probability of the placing of copra, the dried kernel of the cocoanut, on the contraband list gives added prominence to the great value of this product to man.

The cocoa palm flourishes in the Tropics where it is the very mainstay of his existence to the native. For planting purposes the fully ripe nut is chosen and laid in a hole in the ground and left thus uncovered. In a few days a slender shoot bursts through a minute hole in the shell and spreads out into three light green leaves. Its roots develop in the soft white sponge which now fills the nut, push out the stoppers of two of the natural holes in the end of the nut and strike vertically into the earth, seeking moisture. The shell and husk become very hard and brittle and in a day or two burst by the operation of some spontaneous force within. The nut is now a young tree. It thrives without attention of even the rudest sort, especially if close to the sea and soon reaches maturity. It begins to bear in its fourth or fifth year and so continues for nearly a century. Strangely enough, its fruit is non-seasonal and thus may be seen at one and the same time the strange spectacle of fruit in all stages of development from the beautiful white blossoms to the ripe nut. Its fruitfulness is its chief distinction.

The copra is valuable through the variety of its products, chief amongst which is the oil or cocoanut butter, of which it contains 70 per cent. From it there is made margarine, candles, salt water soap, salad oil, lard and glycerine, which last has greatly enhanced its value as a necessity in high explosive manufacturing.

Cocoanut oil is also substantial with great success for cod liver oil. The residue after oil extraction forms a splendid hog and cattle food. For these reasons its importation into Germany is in process of being stopped.

With the present exports of this article to Europe at over a million tons a year the value has increased from $40 twenty years ago to $200 a ton to-day.

The tree's usefulness does not stop here. Its logs are used for lumbering purposes and for the making of charcoal and all manner of wooden implements. Its boughs are used for the thatching of houses and for the making of baskets. The fibre is woven into matting and clothes, as well as fish lines and ropes. The polished and dried husks of nuts serve the natives for a variety of dishes and utensils ready made, and the leavings for fuel. In its native habitat the oil is used for the embalming of the dead.

RULES GOVERNING EGG CASES AND EGG HANDLING

The Canadian Produce Association has sent out the following instructions re egg cases, their specifications, etc., which will be read with interest by this trade:

"Dear Sir:—

"Owing to the loss of a great number of egg cases from year to year, the produce dealers have, during the past twelve months, been advocating non returnable cases and at the Annual Meeting of the Canadian Produce Association in Belleville on February 9th last, a resolution was passed confirming the adoption of non-returnable cases to go into effect March 1st, 1916, the cost of the case to be included in the price of the eggs.

"It is expected that by having the cases supplied by the shipper, there will be an improvement in the quality of the eggs. From a sanitary standpoint, it has another advantage, as it means the eggs will, in most instances, be shipped in new cases and fillers, thus doing away with a lot of old cases which have been the cause of musty and inferior eggs.

"We would suggest for a non returnabel case, the following thickness:

Top, sides and bottom 3-16 in.

Ends and centre 7-16 in.

End cleats 1½ in x 7-16 in.

"No cases that are shipped to the country should be stencilled or branded with any name or distinctive brand.

"In order that the eggs arrive at their destination in good condition and free from breakage, the shippers should see that a pad of excelsior or cushion filler be used in the bottom of each case and a cushion of excelsior or other suitable material be placed between the eggs and the top of the case.

"It is to the interest of the shippers, therefore, to look ahead and provide themselves in advance with cases and fillers.

"The "Loss Off" system of buying eggs has proved a great success during the past two or three years and resulted in a great improvement in regard to quality. It was unanimously agreed by all dealers present at the meeting in Belleville that all eggs be bought on that basis the year round, in fact, a further step was taken by a resolution being passed by the Association confirming the action of the Committee on Resolutions in memorializing the Government to make the buying and selling of bad eggs a criminal offence with a penalty attached.

"We believe, therefore, it would be in the interest of all concerned if all storekeepers and buyers candled their eggs before shipping."

Albert H. Dalrymple, President.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

Cardinal & Frere, groceries, of Montreal, are offering business for sale.

Clifford Johnston's store in North Sydney, N.S., has been destroyed by fire.

The death is announced of W. W. Baskin, grocer, of St. John, N.B.

W. H. Dunn, secretary-treasurer of the Borden Milk Co., has been in New York this week on business.

J. D. Hutchins manager of John Duncan & Co., tea importers has been in New York on a business trip during the past week.

W. C. Miller secretary of the Retail Merchants' Association of Toronto, and D. W. Clark of that city were in Montreal this week, calling on the principal manufacturers in connection with legislative measures they have promoted for the interest of the trade at large.

One of the oldest of the old-time merchants of Halifax passed away on the 5th inst., when death claimed John Macnab at the age of eighty-three. Deceased made the foundation of his fortune many years ago in the provision trade from which he retired a few years ago. He was accounted one of the wealthiest business men of Halifax and was associated with numerous financial and business corporations.

The salesmen and heads of departments of Charles Gurd & Company, Montreal, were entertained at dinner by Charles Gurd, at his residence, Argyle avenue, Westmount, recently, the occasion being the seventy-fifth birthday of Mr. Gurd. There were speeches and songs and recitations. Mr. Gurd was presented with a reading lamp and Mrs. Gurd with a large bunch of roses, the presentation being made by A. J. Burge. Alex. McA. Murphy referred to the happy relations existing between the head of the company and the staff, many of whom had been in their positions for years. Mr. Gurd replied in happy terms and sang several songs. Dr. Gurd was toastmaster. Others taking part in the evening included J. P. McEntee, M. Jordan, J. W. Lauzon, Peter Craig, Frank de Repentigny, Walter R. Gurd, and Miss M. M. Gurd who gave several piano solos and who with Mrs. Gurd was accompanist for the evening.

Ontario

The fruit store of Rubino Frank, in Toronto, was recently damaged by fire

Mrs. Trudel, confectioner of Ottawa, is succeeded by Mattar Bros.

James Nimick, of Stratford, grocer, has sold to A. Thistle.

J. R. Kneechtel, of Harriston, grocer, is succeeded by McDonald & Pridham.

Abraham Hobson, of Hamilton, grocer, has sold out.

Annie Sullivan, of Toronto, grocer, is succeeded by Margaret J. Denison.

R. A. McDiarmid, grocer and butcher, of Cobden, Ont., suffered loss by fire. His store, however, was insured.

Cameron Bros., butchers, of Carleton Place, Ont., have suffered loss by fire: the store was insured.

CHAS. GURD, Montreal,

Manufacturer of aerated waters, who recently celebrated his seventy-fifth birthday.

W. S. Hayes, of Hawkesbury, flour and feed merchant, is retiring from business.

C. H. Brown, of Toronto, grocer, has suffered loss by fire; his store, however, was insured.

William McQuilty will open a grocery store in Welland, Ont., in the store shortly to be vacated by Hilder & Co.

S. J. English, of Forest, has sold his confectionery and grocery business to Miss Margaret and Grace Campbell, who will take possession at an early date.

The Dominion Dustless Sweepers, Ltd., is a new company with a federal charter. Head office is in Peterborough, Ont., and capital stock $200,000.

J. Thompson, Webbwood, Ont., has disposed of his general store to S. H. Scott, who takes possession soon. Mr. Thompson is retiring for the present from active business.

Charles Leigh Wilson, eldest son of Mr. and Mrs. C. L. Wilson, died at the family residence in Ingersoll, in his thirty-third year, after a severe illness of a few days. He was a traveling salesman for the Ingersoll Packing Company.

A despatch from London says that Toronto, Guelph, Brantford and London men are interested in a new wholesale produce and butter industry which is to be established in that city. The company has been capitalized at $40,000. Charles Johnstone, of Silverwoods, London, is to be the manager of the new firm. Charles Johnston is a brother of Robert Johnston, cheese buyer, of Woodstock.

Western Canada

J. C. McGillivray, of McCreary, Man., has suffered loss by fire.

John Galloway, confectioner of Weilwood, Man., is succeeded by Mrs. A. Galloway.

A. R. Laidlaw, High River, Alta., has sold his Okotoks store of general merchandise to Hennesey & Wilson. This was to enable Mr. Laidlaw to give more of his time to the High River store.

R. J. Macdonald, proprietor of the South Side Department store, Edmonton, has decided to close out his entire stock of groceries, boots and shoes, dry goods, ready-to-wear and clothing.

Fifty thousand dollars is the estimated damage from a fire in the business section of Revelstoke, B.C. It is thought to have started from a furnace in the basement of the Taylor block, which was largely destroyed. The stock of the McRae Mercantile Company, a total loss, while the Sugar Bowl confectionery store was considerably damaged, as was also a Chinese restaurant.

H. E. Crook, manager A. Macdonald Co., Edmonton, Alta., states that before the war broke out tea merchants of Western Canada could always rely on having their shipments from India within sixty days, but now, owing to scarcity of ships on the Pacific ocean, they are fortunate indeed if they get shipments in three months, it more often being four months and has been known to be six months.

Bert C. Crockett, Toronto, who has joined the 206th Bantam Battalion for overseas, was presented with a military wrist watch by the employees of the Imperial Extract Co.

D. S Walker, until recently connected with McLauchlan & Sons, Ltd., biscuit manufacturers, but now with the Quartermaster's staff of the 147th Bn., was presented with a wrist watch on eve of departure from the firm.

Russel Harker, only son of Mr. and Mrs. J. B. Harker, Bridge street, Belleville, Ont., was this afternoon presented with a wrist watch by the staff of the John Sloan Company, wholesale grocers in that city, where he has been employed for years. He has gone to Kingston to take a course in signalling with the 155th for overseas duty. His father J. B. Harker is a traveler for White Swan Spices and Cereals, Limited.

PURE MAPLE PRODUCTS MEN MEET

Montreal, March 8.—at the annual meeting of the Pure Maple Sugar and Syrup Co-operative Agricultural Association, held at Rigaud, Que., resolutions were passed asking the Federal Government to enforce the law prohibiting the manufacture of imitations of maple syrup and sugar. It was stated that the majority of grocery stores in Montreal and throughout the country are still handling these goods.

Nearly 700 were present at the meeting. The mayor of the parish of Rigaud gave an address of welcome, which was responded to suitably by the president of the association. Gustave Boyer, M.P.

Professor J. F. Snell, of Macdonald College, gave an address on "Sugar Sand," and ways of detecting the adulteration of maple sugar goods. Afterwards he demonstrated the value of his process by an electrical apparatus in the hall.

The Rev. Father Allaire, of St. Hyacinthe Agricultural College, spoke of the workings of co-operative societies and the value of co-operation to any body wishing to make a permanent success.

Jos. H. Lefebvre, of Waterloo, Que., secretary of the association and a practical sugar maker, spoke of the maple sugar industry of Canada, its present condition and its possibilities for the future. He described the actual process of securing the sugar from the tapping of the trees for the sap to the final packing of the goods for the market.

Auguste Trudel, of Montreal, gave his experience in handling the goods of the association last spring. Good prices were obtained, and he could assure them that those who got their goods last year will be customers again this one.

Some manufacturers of apparatus for the making of maple sugar had exhibitions in the building.

Letters of regret at their inability to be present were received from Hon. Martin Burrell, minister of Agriculture for the Dominion, and Hon. J. E. Caron, minister of agriculture for Quebec.

The following officers were elected: Patrons, Hon. Martin Burrell, Hon. J. E. Caron, and Hon. Sydney Fisher; vice-patron, Prof. J. F. Snell; president, Gustave Boyer, M.P., Rigaud; vice-president, Charles A. Fisk, Abbotsford, Que. Directors: R. T. Brownlee, Hemmingford, Que.; J. H. Grimm, Montreal; Luc J. A. Dupuis, jr., Saint Rock des Aulnaies, Que.; and the secretary, J. H. Lefebvre.

PRELIMINARY STATEMENT OF TRADE OF CANADA FOR JANUARY

Compiled by The Financial Post.

One Month, Ten Months and Twelve Months ending January, 1914, 1915 and 1916.

	Month of January			Ten Months ending January			Twelve months ending January		
Imports for Consumption.	1914.	1915	1916	1914	1915	1916	1914	1915	1916
Dutiable goods	$ 26,234,666	$18,183,179	$ 27,504,149	$349,673,743	$234,008,746	$ 225,454,635	$ 430,415,534	$ 294,465,477	$ 271,163,143
Free goods	14,686,574	12,116,978	22,666,516	177,003,982	145,038,331	168,639,353	216,817,976	176,232,749	199,255,139
Ttl. imp'rts (mdse.)	$ 40,921,240	$30,300,157	$ 50,170,665	$526,677,725	$379,047,077	$ 394,093,988	$ 647,233,510	$ 470,698,226	$ 470,418,282
*Coin and bullion	429,627	638,174	11,716,848	13,419,454	131,257,281	31,618,851	14,039,017	133,073,132	32,354,562
Total imports	$ 41,350,867	$30,938,331	$ 61,887,513	$540,097,179	$510,304,358	$ 425,712,839	$ 661,272,527	$ 603,771,358	$ 502,772,844
Duty collected	$ 7,029,888	$ 5,125,009	$ 9,962,556	$ 90,983,949	$ 63,706,076	$ 81,267,856	$ 112,048,484	$ 79,866,772	$ 96,745,209
Exports.									
Canadian Produce—									
The mine	$ 4,205,038	$ 3,508,769	$ 4,654,815	$ 48,423,544	$ 42,469,353	$ 53,688,992	$ 59,100,714	$ 53,084,863	$ 62,960,628
The fisheries	1,701,844	1,703,715	2,437,715	17,782,794	15,820,794	18,541,413	20,988,841	18,661,560	22,407,687
The forest	2,159,088	1,811,049	3,243,360	38,135,945	36,867,152	45,428,289	42,707,781	41,523,344	51,211,820
Animal produce	3,151,012	5,661,172	10,203,827	46,719,871	64,097,884	88,763,256	52,361,474	70,727,132	99,056,115
Agricult'al produce	8,942,529	8,082,571	15,402,976	186,648,698	114,691,494	217,909,912	211,322,370	126,262,825	237,964,468
Manufactures	5,050,999	7,769,146	47,015,283	46,529,453	60,956,072	166,414,552	55,473,978	71,870,071	190,997,981
Miscellaneous	8,227	59,448	773,208	94,056	515,888	4,518,818	111,122	542,920	4,666,732
Ttl. Can. produce	$ 25,218,737	$28,595,598	$ 83,731,184	$384,334,361	$335,418,637	$ 595,265,232	$ 442,066,280	$ 382,672,715	$ 669,265,431
Foreign produce	667,858	1,371,732	1,715,862	22,157,886	48,012,633	35,691,657	24,128,530	49,723,532	39,702,697
Total exports, (mdse.)	$ 25,886,595	$29,967,330	$ 85,447,046	$406,472,247	$383,431,270	$ 630,956,889	$ 466,194,810	$ 432,396,247	$ 708,968,128
*Coin and bullion	3,974,764	863,007	112,736	12,096,487	5,042,799	103,263,870	15,527,680	16,507,016	127,587,439
Total exports	$ 29,861,359	$30,830,337	$ 85,559,782	$418,568,734	$388,474,069	$ 734,220,759	$ 481,722,490	$ 448,903,263	$ 836,555,567
Aggregate Trade.									
Merchandise	$ 66,807,835	$60,267,487	$135,617,711	$933,149,972	$762,478,347	$1,025,050,877	$1,113,428,320	$ 903,094,473	$1,179,386,410
Coin and bullion	4,404,391	1,501,181	11,829,584	25,515,941	136,300,080	134,882,721	29,566,997	149,580,148	159,942,001
Total trade	$ 71,212,226	$61,768,668	$147,447,295	$958,665,913	$898,778,427	$1,159,933,598	$1,142,995,017	$1,052,674,621	$1,339,328,411

*Note.—It will be noted that the figures relating to the imports and exports of coin and bullion for the twelve months ending January, 1916, were: Imports, 1916, $32,354,562; 195, $153,073,132, and exports 1916, $127,587,439; 1915, $16,507,016. Although it has been customary to include these figures in trade returns, the total trade figures are seriously disturbed by them in this instance, and they should not be taken as an indication of the trade of Canada.

It will be noted from the above that total Canadian exports for year ending January were $836,555,567, as against $448,903,263 the previous year. Exports, too, exceed imports by more than $3,000,000.

Sugar 30c. Higher: Sharp Advance in Tapioca

Full Two Cents Higher in Quotation—Sal Soda Takes Another Jump — Strong Situation in Sugar: Three More Advances—Prices on Dried Peaches Up— Teas Higher in London.

Office of Publication, Toronto, March 9, 1916.

THERE has been some change in situation in new-laid eggs. Supplies from country points have not been so plentiful as might be, nor as was wanted to satisfy demands, and quantities have been imported during the last few days from Chicago. Across the border new-laids are exceedingly plentiful just now and can be laid down here at a low price, so low a price, in fact, that unless deliveries from country points in Canada become better and the price of Canadian stuff can be dropped, American eggs will go on getting the business. Reports from Chicago and New York indicate there are new-laids "to burn," and that for the moment conditions affecting the market are a complete reversal of those found in Canada. On other hand it must be remembered that for last three or four weeks preceding this week deliveries of new-laids in Canada have got steadily better and prices have gone gradually lower. It may be only a temporary condition that deliveries from Ontario points are slow this week and next week may see reversion to better deliveries. New-laids have got to the price recently where consumption has increased so much that it would be a pity if deliveries fell off, and United States new-laids had to be imported to any large extent to fill the gap.

Since last writing in these columns, sugar market, which was very strong, and looked due for an advance, registered three advances of 10c each per 100 lbs. It was suggested in our detailed report on sugar situation last week that an advance was by no means improbable and that market was in such a shape that whether the advance came or not there could be no weakness displayed. This has been confirmed by the actual advances referred to. The markets in New York and the Canadian markets seem to be short of raws and oversea buying has been factor in keeping the market up. There was some diffidence on part of refiners in paying prices which were asked for raws but these were in such strong shape that the refiners came to the point where they simply had to get raws, no matter what price was asked. Market even at advanced levels remains exceptionally strong, and no one can prophecy what will happen during next few days.

Quebec Markets

Montreal, March 8.—Undertone of market still continues firm, with noticeable absence of declines in any line and additional firmness in most and a good volume of trade passing. Flour lines have been strengthened a little by recent firmness of wheat market, which goes up and down regularly. All fish lines show strength as result of storms, that have interfered with fishing and caused a depletion of local stocks. Advances in sugar have been feature of the week, and this market is still characterized by a firmness that, however, is tinged by degree of uncertainty that is influenced by confused state of shipping accommodations and other principal factors that are influencing prices in all lines. Conflicting influences are at work in many cases. Advances are frequently reported from primary markets without any corresponding increase here, because the state of local trade frequently is such that it will not allow of any further increase of existing high prices. High and uncertain freights are still a chief cause of concern and adding to the difficulty in replacing sold out stocks at anywhere near the old prices that in some cases have governed eventual sale of goods. Approach of navigation season and certainty of lowered freight rates by the middle of April in anticipation of same all have good effect on market.

Advances of from 2½ to 5c are reported in canned goods lines ,which are beginning to recover their former position of strength under stimulus of continued good demand; a 2c advance in primary market is reported for molasses, with additional firmness, but no price changes

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
No bitter oranges.
Tomatoes cheaper.
California celery up.

PRODUCE AND PROVISIONS—
Lard firm.
New laids up and other eggs unobtainable.
Shortage in dressed fowl continues.
Honey demand continues.

FISH AND OYSTERS—
Scarcity of fresh and frozen fish.
Advances in some lines.
Good demand in salt and pickled fish.

FLOUR AND CEREALS—
Local market erratic.
Cereals quiet.
Feed production threatened.

GENERAL MARKETS—
Sugar advances 30c.
Canned goods stiffened up.
Tapioca, washing sundries and nutmeg up.
Imported liquors scarce.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Wheat market stiffens.
Flour generally dull.
Domestic trade slow.
Several cereals higher.
All feeds down.

FISH AND OYSTERS—
Shortage in haddock.
Also in cod.
Whitefish big seller.
Lent speeds up trade.

PRODUCE AND PROVISIONS—
Compound lard lower.
New laids from America.
Butter situation peculiar.
Why the low prices?
Several poultry changes.
New cheese coming.

FRUIT AND VEGETABLES—
Lots of navels coming.
Florida tomatoes in.
Grapefruit of good quality.
Root vegetables selling.
Apples very firm.
Onions firmer and higher.
No change in potatoes.

GENERAL GROCERIES—
Sal soda much higher.
Sugar up another 10c.
Teas higher in London.
Peaches all advance.
Sharp jump in tapioca.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour drops another 30c bbl.
Wheat market very uncertain.
Rolled oats $2.15 or lower.
No feature to feed market.

FRUIT AND VEGETABLES—
California lemons decline.
Florida tomatoes $6 case.
Potatoes continue high.

FISH AND POULTRY—
Haddies advance to 9½c.
Feared haddies will be scarce.
Good demand on fish day.
All fish lines moving well.

PRODUCE AND PROVISIONS—
Temporary advance in eggs.
Much lower market anticipated.
Hog market and meats firm.
Cheaper butter easing off.
Little fresh butter arriving.

GENERAL GROCERIES—
Sugar up another ten cents.
Several lines of spices scarce.
Rice and tapioca still firm.
Small prunes cleaned up.
Evaporated apples weaker.
Higher package tea likely.
Pickles and vinegar advancing.

here, chiefly on account of great scarcity of stocks, which fact is assuming the proportions of a problem. Raisins are up about ½c. Tapioca is up 2c as result of condition outlined in last week's report on this page.

The situation in imported liquors is becoming acute, with no prospect of relief in sight. Brandies and Scotch whiskies are the most seriously affected. Industrial chemicals continue to feel the effect of the concentration of manufacturers on munitions work. Caustic soda has advanced 25c, and is quoted at $6.50 per 100-lb. drum; soda bicarbonate 15c, and is now $2.75 per keg. Washing sundries lines are all firm as result of continued neglect of the production in this line. Baking powder is stiffening, following rise in soda bicarbonate; lamp wicks have advanced 33 1-3 per cent., and bulk cocoanut has gone up 1c.

SUGAR.—Market very firm, following three further advances of 10c each, making extra granulated $7.05 per 100-lb. bag, and other grades in proportion. The later 10c advance on all New York refiners to $6.45 has materially added to strength of this market, which was already firm, but gave evidence of some uncertainty in this feeling. It is pointed out that any price here that does not allow for a one cent higher rate than for refined in New York is out of proportion and subject to the possibility of adjustment if local refiners should ever refrain from price competition. The drought in Cuba is assuming proportions that are having a strengthening effect on market. There is no relief from freight situation, as reviewed again in these columns last week. It is fully as acute as ever and full of possibilities that tend in contrary directions.

Wholesale buying has been brisk at advanced prices, but retail buying has dropped off, largely as result of advances having been discounted. Acadia is 10c less than list prices.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 05
20 lb. bags	7 15
2 and 5-lb. cartons	7 35
Extra Ground Sugars—	
Barrels	7 40
50 lb. boxes	7 60
25 lb. boxes	7 80
Yellow Sugars—	
No. 1, 100 lb. bags	6 65
Dark yellow, 100 lb. bags	6 45
Bright yellow, bbls. only, cwt.	6 90
Powdered Sugars—	
Barrels	7 20
50 lb. boxes	7 40
25 lb. boxes	7 60
Paris Lumps—	
100 lb. boxes	7 65
50 lb. boxes	7 75
25 lb. boxes	7 5
Crystal Diamonds—	
Barrels	7 65
100 lb. boxes	7 75
50 lb. boxes	7 85
25 lb. boxes	8 05
Cartons	8 35
Half cartons	8 75
Crystal Dominoes, cartons	8 35

DRIED FRUITS.—Only direct advance of week in market has been in raisins, which record an advance of from ½c to ¾c. In 16 oz. packages fancy seeded are quoted at from 10½c to 11c, and choice seeded from 10¼c to 10½c, but additional all-round firmness is noted in other lines. Fruits of tropical origin in particular show increasing firmness, and have a corresponding effect on American lines, in spite of which demand continues fairly good. Currants are quiet at an unchanged price of 11½c and 12½c for loose and package respectively, although this price is out of proportion to the one in effect in primary markets. Figs are firm, with no new developments to note.

EVAPORATED FRUITS.	per lb.
Apples, choice winter, 25-lb. boxes	0 11½
Apples, choice winter, 50-lb. boxes	0 11
Apricots	0 14 0 15
Nectarines, choice	0 11½
Peaches, choice	0 08
Pears, choice	0 13½

DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new		0 11½
Filiatras, packages, new		0 12½
Dates—		
Dromedary, package stock, old, pkg.		0 09
Fards, choicest		0 12½
Hallowee, loose, new		0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.		0 12
7 crown, 12-lb. boxes, fancy, layer, lb.		0 12
8 crown, 12-lb. boxes, fancy, layer, lb.		0 11½
1 lb. glove boxes, each		0 12
Cal. bricks, 10 oz.		0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.		1 60
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced		0 11¼
50 to 60, in 25-lb. boxes, faced		0 10½
60 to 70, in 25-lb. boxes, faced		0 10
70 to 80, in 25-lb. boxes, faced		0 09½
80 to 90, in 25-lb. boxes, faced		0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster		3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.		0 09½
Cal. seedless, 16 oz.		0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 oz. pkgs.	0 10¼	0 10½
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

MOLASSES AND SYRUPS.—Market on molasses shows increasing firmness, viewed from any angle. There has been an advance of 2c in primary market apart from freight situation, which is decidedly firmer in its relation to market. But no advance has occurred here other than that the range of prices in force is being narrowed. Demand has been phenomenal, and all that has been offered for future delivery has been eagerly snapped up. Some wholesalers are refusing orders for future delivery on new crop and a scarcity of stocks for future delivery has become feature. Further advances in sugar have added materially to the strength of molasses, but question of freight remains one of paramount importance, upon which whole future of this season's prices may be said to rest. A fairly good crop of molasses is reported, but until navigation opens and encourages renewed efforts for the ending of present shortage its effect on local conditions can only be speculative.

There is moderate sale reported for syrups, with prices unchanged and nominal and demand normal.

	Price for Fancy. Island	Choice. of Montreal.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Market continues to grow firmer, with additional price advances that occur so regularly, and as result of such erratic conditions that a wide range of values ensues and causes lack of price conformation. Trading occurs only in quantities needed and mills discourage the placing of large orders. Nutmegs have gone up 5c; allspice and peppers of all kinds, but particularly whites, are advancing ahead of general and similar trend of whole market.

The consuming demand is increasing to such an extent that it is becoming more active than state of supplies warrant, and a real scarcity in some lines appears probable except in cases such as in black pepper, the high price of which tends to discourage trading. Basic market conditions continue to rule in contradistinction to the purely speculative, which is notably absent.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 24	—0 85	—0 29
Cayenne pepper	—0 28	——	—0 35
Cloves	0 30—0 32	—0 90	—0 35
Cream tartar—55 to 60c.			
Ginger, Cochin	—0 22	——	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Pepper, black	0 22—0 25	0 85—0 90	—0 26
Peppers, white	0 32—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole		12-15

RICE AND TAPIOCA.—Rice market is strong and continues to be ruled by transportation facilities, which show no sign of improvements, and the activities of which have been confined almost entirely to increased insurance and freight rates. Demand is normal and unaffected by tense condition of market.

Both pearl and seed tapioca have advanced for reasons reviewed in these columns last week from 1c to 2c, and are now quoted at from 9c to 10c in each case. In common with other goods of tropical origin, it is almost unprocurable even at these prices and firmness is still feature of market.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00

Snow		5 20
Ice drips		5 30
Java Onyx		6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05¾
Quarter bags, 56 lbs.	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Fair volume of trade continues to pass on a firm market, in which all classes of pecans are the scarcest and hardest to get of any line in demand. Shelled pecans are up 2c and firm at this; peanuts are a strong feature of market and in good demand. The appearance of the new Brazil nuts has been further delayed and a higher price indicated. It is expected they will be offered next week at from 15c to 16c per lb.

Almonds, Tara, new	0 16	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Market is firm and steady under good demand for importing orders and with slackened volume of trade for present use. Such sales as are reported, however, are at a good price that gives no indication of weakening. Shipping situation continues to be chief source of any notable movement in market, and is credited with being the chief cause of the 20 per cent. advance that has occurred at primary markets since November. General condition tends in common with that of market at large to be erratic in its relation to supplies and spot stocks, which in some cases are amply sufficient for present needs and in others are dependent on future arrivals.

COFFEE.—Market is unchanged in its general features, although there has been additional fluctuation lately as result of increased insurance and uncertainty of freight situation, which has taken on features of added interest recently. This has added to its firmness. Some further advances of speculative nature are reported in raws in case of some holders of big stocks. Volume of trade passing continues to be normal and at unchanged prices.

DRIED VEGETABLES.—Prices and demand continue unchanged, normal, quiet and steady, with good stocks on hand. A small volume of trade is anticipated until resumption of navigation stimulates trade in general. This line has been affected less than any other by the abnormal conditions of market.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Demand continues unusually good, especially in view of recent low prices that greatly stimulated trade. A sweeping advance is recorded of from 2½c to 5c. Corn is 90c to 95c, English garden peas 90c to 95c, and early June peas 95c to $1.10. Lower grades have strengthened in sympathy. Advance has not detracted from firmness of market, as stocks are greatly reduced as result of late heavy selling.

Ontario Markets

Toronto, March 9.—Sal soda, remarkable recently for spectacular advances, has beaten previous performances this week. It is now $2 or over. Six months ago it was selling for 75c—some difference! Reason is that quantities are being used for munition purposes, and munition activity has increased so much lately that price of sal soda and kindred commodities has jumped spasmodically. All washing compounds and powders will be bound to advance, sooner or later, as a consequence ,and the trade will be well advised to stock up now while they can get these things cheaply.

Munitions are affecting grocery lines more and more. The existent firmness in molasses is partially an outcome of the munitions industry. Molasses are in a strong position; not only is war demanding its share of support from this product in this way, but quantities for rum-making are also being taken. Add to this, exorbitant and scarce freights from the West Indies—and there you are!

Sugar has been doing big things in the way of jumping this week. In two days it advanced twice by steps of 10c at a time, and just as we go to press another dime on the price is registered. This makes a basis of $7.11, which is high, though probably none too high for obtaining conditions. Raws are scarce and tightly held, and refiners have got to buy some time or other. So far they have been buying as little as they could, but all over the States and Canada refiners are shy, so that at no time are they in a position to fight the strength of raws. Incidentally, $7.11 price is higher than at any other time since the outbreak of war, excepting October and November, 1914, when the same level was registered, $7.05 in Montreal, and 6c higher here. Nor does there appear any reason for a break at present. Several factors, indeed, would appear to operate the other way. Cuban crop report, reproduced in part in detailed sugar market this week, shows that crop is liable not to come up to expectation. Refiners, probably, are still short of adequate stocks. Overseas buying is going on quietly and surely all the time.

SUGAR.—Since last week an advance of 30c is recorded in three separate increases of 10c. These were not unexpected, as may be seen by opinion expressed in this column last week, although advances came sooner than expected. Toronto followed New York again, because conditions here duplicated conditions there. Raws are scarce and refiners had to buy for their requirements were not generally supplied, even though there has been heavy buying recently. The tone of market after the advance is still strong. Apparently domestic demand is an increasingly important item at present. Inquiries from overseas are few and orders fewer. Cuban crop is also a factor, because it looks as if it will not reach anticipated dimensions. Weather in Cuba is dry, and the drouth is holding up the yield. Freight conditions are also a source of anxiety on the island, there being a scarcity of cars in some sections. The Cuban crop report is worth quoting: "The persistency of drouth is causing general complaint, not only for the new planted cane, which is not able to grow, but also for cane now being ground. In some places the planters are commencing to reduce their original estimates on the crop now being harvested owing to the fact that the quantity of the juice has diminished, although the sugar yield continues good. However, in north-east Santa Clara the conditions have been very favorable for cane, both new and old, and conditions are also much improved in Orient owing to the recent rains."

Just as we go to press, sugar took its third 10c advance, making in all an advance of 30c from last week, and bringing it to a basis of $7.11.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 11
20 lb. bags	7 21
10 lb. bags	7 26
2 and 5-lb. cartons	7 40
Nova Scotia refined, 100-lb. bags	7 01
New Brunswick refined, 100-lb. bags	7 05
Extra Ground Sugars—	
Barrels	7 51
50 lb. boxes	7 71
25 lb. boxes	7 81
Powdered Sugars—	
Barrels	7 31
25 lb. boxes	7 71
Crystal Diamonds—	
Barrels	7 66
100 lb. boxes	7 76
50 lb. boxes	7 96
Cartons (20 to case)	8 41
Cartons (50 to case)	9 31
Crystal Dominoes, carton	8 76
Paris Lumps—	
100 lb. boxes	7 76
50 lb. boxes	7 96
25 lb. boxes	7 96
Yellow Sugars—	
No. 1	6 41

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

MOLASSES AND SYRUPS.—Molasses situation much firmer. Quantities are being used in rum as well as for munition purposes. Moreover, freights are growing scarcer. In a letter from Barbadoes a shipper complains that sailing vessels are unobtainable even at fancy rates. Never was there such a scarcity of bottoms. Shipments are de-

layed again and again. Stocks are low in Canada; although Toronto does not take the interest in molasses that Montreal does, it nevertheless is evincing a firmnéss in the situation owing to the recited causes.

Corn Syrup—		
2s, per case 2 doz.	2 60	2 73
5s, per case 1 doz.	3 00	3 08
10s, per case ½ doz.	2 90	2 96
20s, per case ¼ doz.	2 91	2 97
½ barrels, per 100 lbs.	....	4 40
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 15
5-lb. tins, 1 doz. to case, per case		3 50
10-lb. tins, ½ doz. to case, per case		3 30
20-lb. tins, 3 tins to case, per case		3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls.	0 57
New Orleans, ½ bbls.	0 36

TEA.—There is no change in situation locally. Market on Ceylons was up in London, a farthing two days ago, and firm at that. Tea market, in its primary state, is in an anxious condition. "There has been a lot of heavy buying recently", writes a London correspondent "and the money laid out in that, including a heavy tax, is considerable. Moreover, one would think that rumours of still further advances and the efforts of the British Government for economy would all curtail consumption and that prices might be easier. Colombo however, despite heavy stocks, is certainly strong and has been up a full cent within last couple of weeks. Apparently shipping scarcity is not affecting values much, probably because Russian buying is heavy and counter-balances it. All these things must be considered. The best way to sum up the international tea market, perhaps, is to say that though there appear to be reasons why it should ease a little, the easement shows no signs of materializing."

DRIED FRUITS.—Peaches are all cleaned up at coast, and spot stocks here are light. This is responsible for a general advance of a quarter to half a cent in most grades, fancy 25 lbs. being the only exception. There is a heavy demand, and stocks are light in all quarters. Amala currants have shown a slight tendency to slacken a little, and are rather easier, though no lower. There has been a continued strength in these for three or four months, during which time the trade has consistently bought heavily. Currants now, however show a lack of firmness both here and in New York. Probably the pendulum is swinging the other way. 1915 crop prunes are strong, though demand at coast is somewhat light. Large packers, however, have situation well under control and New York opinion is that it is unlikely there will be any relapse. All indications point to better conditions within a short time, and an even, steady demand, it is said, will grow. Future 1916 prunes are quiet alike at the coast, New York and here, and such as are selling, go on the basis of easy levels prevalent for some time.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 12½	0 13½
Amalas, choicest, per lb.	0 13½	0 14½
Patras, per lb.	0 13	0 14
Vostizzas, choice	0 13¾	0 14½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 5-lb. boxes	0 07¾	0 08
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¼	0 07¾
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Walnuts and almonds, both shelled and in shell, show some scarcity in supply at present. Demand however, for them, as for all nuts, is light There are no price changes.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 1
Walnuts, Marbots	0 12½	0 13
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—No change is recorded since last week's showing in split peas. All levels are well supported. Feature of the market still is scarcity in beans of good quality, which are harder and harder to procure. Deliveries are only fair, even of second grade stuff. The trade is not buying quite so heavily just now however.

Beans, choice primes, bush	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 06	0 06¼

SPICES.—Ginger has displayed unusual strength this week. Ginger is about due for firmness, all other spices having taken it in turn. The whole list is firmly held. Demand is only hand-to-mouth and in ordinary times present high levels would therefore not exist. But so far as supplies go these are certainly not ordinary times and hence the strength.

Spices—	Compound, per lb.	Pure, per lb.
Alspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Ricarb. soda	....—....	....—0 03½
Caraway seeds	....—....	....—0 25
Sassia, whole	....—....	0 25—0 30
Casia, ground	0 16—0 18	0 25—0 32
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed	....d....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 106s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 26
Turmeric	....—....	0 20—0 22

COFFEE.—Market displays that lack of feature which is its characteristic at this time of year. The tone of all coffees is firm, reflecting the primary market, but demand is dull.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	....	....
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—"The outlook for sago and tapioca is more and more for higher levels" said Canadian Grocer last week. In proof of this market is up a full two cents this week, making pearl 10 and 11c, and seed 10 and 11c too. Further advances are not at all unlikely. Freight situation has tied up conditions and stocks in Canada are exceptionally low. Meanwhile there is an active demand, particularly in Toronto and Montreal.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 10	0 11
Seed, per lb.	0 10	0 11
Sago, brown, per lb.	....	0 07

Manitoba Markets

Winnipeg, March 9.—Jobbers are predicting an advance in baking powder, following advance in baking soda. On chloride of lime, the market is firm, and prices may be higher. On account of scarcity of jute and cotton, salt in bags is being quoted subject to change. There may be advances in pineapples, as crop was lighter than usual. The market on senna leaves has advanced from 13c to 45c per lb. within a few weeks.

The Canadian Northern Railway had pictures taken of the snow banks on their line during the heavy snow fall a few weeks ago, and it is estimated that with the arrival of spring considerable difficulty will be experienced in making shipments on account of floods. This probably accounts for the heavy inrush of orders during past week from country

points, Southern Manitoba and Saskatchewan.

SUGAR.—The market on all sugars advanced 10c per bag on Thursday, March 2. This is attributed to freight situation, refiners being compelled to pay more for conveying raw sugar to their plants. The marine situation is such as to permit boat owners to get almost any figure they like. Western demand remains only hand-to-mouth.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	7 55
Extra ground or icing, boxes	8 36
Extra ground or icing, bbls.	8 20
Powdered, boxes	8 20
Powdered, bbls.	7 70
Hard lump (109-lb. case)	8 50
Montreal yellow, bags	7 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 50
Halves, 90 lbs., per cwt.	7 60
Bales, 20 lbs., per cwt.	7 60
Powdered, 50s	8 25
Powdered, 5s	8 55
Icing, barrels	8 20
Icing, 50s	8 35
Cut loaf, barrels	8 30
Cut loaf, 50s	8 55
Cut loaf, 25s	8 80
Sugar, British Columbia—	
Extra standard granulated	7 75
Bar sugar, bbls.	7 90
Bar sugar, boxes	7 45
Icing sugar, bbls.	8 10
Icing sugar, boxes	8 35
H. P. lumps, 100-lb. cases	8 60
H. P. lumps, 25-lb. boxes	8 85
Yellow, in bags	7 35

SYRUPS.—It is figured here that corn syrup has reached its limit, especially as the grain markets are inclined to be weak just now. With a high sugar market, cane syrup is much firmer now. Demand is good for time of year, and will gradually improve until April, when stocks will be bought for the big business which comes in spring.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case, ¼ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 40
5-lb. tins, 1 doz. to case, per case	3 65
10-lb. tins, ½ doz. to case, per case	3 55
20-lb. tins, 3 tins to case, per case	3 50

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.	
Barbadoes, fancy		0 70
Barbadoes, choice		0 63
New Orleans	0 36	0 37

DRIED FRUITS.—The market remains about stationary, and feeling holds that when demand picks up there will be higher prices. Small prunes are cleaned up in California. It is reported here that an association of peach growers is being formed in California to help maintain the markets. At present consumption of currants is not large, but market remains exceptionally strong. Currant consumption has been considerably curtailed by high cost. Market on raisins remains about the same. Evaporated apples are much weaker, and it would not be surprising if they dropped still further. However, large quantities are being held in Winnipeg which were bought on the old basis, and few are being bought at lower prices prevailing today.

Dried Fruits—		
Evaporated apples, choice, 50's		0 10½
Evaporated apples, choice, 25's		0 10¾
Pears, choice, 25's		0 12⅞
Apricots, choice, 25's		0 13¾
Apricots, choice, 10's		0 14⅝
Peaches—		
Choice, 25-lb. boxes		0 07⅝
Choice, 10-lb. boxes		0 08⅝
Currants—		
Filiatras, per lb.		0 10¼
Filiatras, fresh cleaned		0 11¼
Washed	0 11⅛	0 12
1 lb. package Amalias		0 12
2 lb. package		0 24
Dates—		
Hallowee, loose, per lb.		0 08
Hallowee, 12-oz. pkgs.		0 08¾
Fard dates, 12-lb. boxes		1 25
Raisins, California—		
16 oz. fancy, seeded		0 10¼
16 oz. choice, seeded		0 09¾
12 oz. fancy, seeded		0 08¼
12 oz. choice, seeded		0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's		0 09¼
3 crown, loose, 50's		0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached		0 16¾
California, 25's, fancy bleached		0 17
16-oz. pkgs.		0 17½
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes		4 10
4-cr. layers, 8-lb. boxes		1 08
Fancy selected, 14-lb. boxes		1 90
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09⅞
Prunes—		
90 to 100, 25s		0 08½
80 to 90, 25s		0 08⅝
70 to 80, 25s		0 09
60 to 70, 25s		0 09½
50 to 60, 25s		0 10½
40 to 50, 25s		0 11¾
30 to 40, 25s		0 12½

DRIED VEGETABLES.—The bean market remains firm, and large quantities are now being brought in from Japan, these being orders placed three months ago. Without exception almost, buyers are going in more for a better class of beans. The market on splits remains stationary.

Beans—		
Choice, white, 3-lb. pickers, per bush.		4 50
Fancy, hand-picked, bushel		4 60
California Lima Beans—		
Bag lots, 80-lb. sacks		0 07¼
Barley—		
Pot, per sack, 98 lbs.		3 20
Pearl, per sack, 98 lbs.		4 35
Peas—		
Split peas, sack, 98 lbs.	6 15	6 25
Whole peas, bushel		3 05
Whole peas, 1 lb. pkgs., case		3 30

RICE.—This market remains exceedingly firm, and higher prices will undoubtedly rule later on account of the high freights. Although the market is up, many jobbers having placed contracts ahead, they are able to sell on a reasonable basis. Tapioca is being sold in Winnipeg to-day lower than it can be brought in at. Price of sago is also comparatively low to retailer. Large quantities of tapioca and sago are being sold just now.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags		0 05½
No. 2 Japan, per lb., 100-lb. bags		0 04¾
Siam, per lb., 100-lb. bags		0 04
Patna, per lb., 100-lb. bag		0 06¼
Carolina, per lb., 100-lb. sacks		0 08⅝
Sago, pearl, sacks, per lb.		0 06
Tapioca, pearl	0 06⅛	0 06¼

SPICES.—Cables continue to report high prices on peppers, the latest quotation on black pepper being 6c higher than it was two months ago. White pepper is correspondingly high. In primary market there are indications of supply running short, especially on pepper, nutmegs and cloves.

Allspice, ground	0 11½	0 14½
Cassia, ground	0 17¾	0 20¾
Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole		0 24
Cloves, ground	0 27	0 28½
Ginger, Jamaica, ground	0 22¼	0 23¾
Nutmegs, ground	0 23½	0 25
Pepper—		
Ground, black	0 19½	0 23¼
Ground, white	0 28¾	0 32½

COFFEE.—The market is still strong, but there have been no further advances since our last report. The higher prices do not seem to have affected demand seriously.

Coffee—		
Green, choice, No. 7 Rio		0 14
Green, choice, No. 5 Rio		0 15
Green Santos		0 18½
Roasted Rio, in bulk (sacks)		0 17¾
Roasted Santos	0 23	0 25
Marscaibo		0 21¾
Chicory, lb., by bbl.		0 09¾
Chicory, lb., 14-lb. tins		0 12¾

TEAS.—Markets in the East are still strong, and teas have been increasing in price since beginning of the year. If market continues in such an excited state, retail prices in Western Canada will have to advance. One of largest packers of tea in Winnipeg is seriously considering advancing quotations. There is some hesitation in taking this step, as the desire is to keep prices of package teas especially stationary for considerable time. During past year there has been a tendency for tea to act like the wheat market, and it has the same tendency this year. Excessive freight rates are also helping to keep market higher.

CANNED GOODS.—There seems no question at all that as soon as cheap stocks, now being carried in Winnipeg, begin to move, higher prices will prevail. Two important reasons are given for this. First, labor situation, which is acute, and secondly, that tins and boxes are costing more money. There is practically no buying of canned goods going on just now by wholesalers, who are still selling to retail trade at a price lower than they can be bought at. Stocks are still heavy. In case of one or two lines—peas, for instance, the price is so high, there could hardly be an advance. Wholesalers who bought peas at figures of year ago, are still selling on that basis. It is not likely that there will be any feature to canned goods market until spring, when goods begin to move.

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, March 9.—Eggs and oranges are bare; these are features on wholesale circles to-day. Quotations on both eggs and navels are descending to a new level. Local fresh eggs are quoted at 26c a dozen; other grades priced accordingly down to cooking eggs at 21c. Large stocks of oranges have caused a drop. Boxes of 80 to 100 are worth $2.40; boxes of 200 to 324, $3.40. Butter and cheese prices are unchanged, though there is a possibility that some grades of cheese may be cheaper.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins		0 21
Cheese, Stilton, lb.		0 23¼
Eggs, local fresh		0 26
Grapefruit, Florida, case		7 00
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 80
General—		
Almonds, shelled, lb.		0 42½
Beans, Lyton, per lb.		0 06½
Cream of tartar, lb.		0 55
Beans, Lytton		0 06¾
Figs, 12-10 oz. pkgs., per box		0 90
Figs, 50-60 oz. pkgs., per pkg.		2 25
Cocoanut, lb.		0 18½

Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	6 80
Grapefruit, Flo., case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	7 55
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 60
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, March 9.—Sugar is up twenty cents. Rogers syrup advanced thirty-five to fifty cents a case and advances on other brands are expected. Evaporated apples are cheaper at eleven cents for 50's and eleven and a half for 25's. With hogs at $9.35, higher prices on lard may be looked for. Local new laid eggs are away down and quoted at eight to nine dollars. Pickles will see a decided advance very soon.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.	....	0 07½
Sugar, pure cane, granulated, cwt.	....	8 15
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 37
Butter, No. 1, dairy, lb.	....	0 30
Eggs, Minnesota, new laids, case	....	12 50
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lb.	....	0 22
Bacon, smoked bellies, per lb.	....	0 23
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 85
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 10
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 25	1 75
Bananas, lb.	....	0 04½
Grapefruit, Florida, case	4 50	5 00
Oranges, navels, case	4 00	4 50
Onions, B.C., ton	50 00	60 00
Lemons, case	4 75	5 25

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, March 9.—Since milder weather, new laid eggs are coming in freely. There is little stir in the butter market. Business continues good; collections as usual. Advance of half a cent is registered in compound lard. Decline is local flour was twenty-five cents a hundred. Cane syrup has advanced forty cents on 2's; sixty-five cents on 5's; fifty-five on 10's.

Feeds declined in sympathy with wheat market.

Sugar has advanced ten cents recently and ten cents more next day making bulk hundreds worth $8.15.

General—		
Beans, Japan, lb.	....	0 07½
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats(bail, $3.05; 80's	....	2 45
Flour, fancy patents, 98-lb. sack	....	2 95
Flour, seconds	....	2 65
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	8 15
Sugar, yellow, per cwt.	....	7 55
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lb.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 20
Eggs, extra, per doz.	....	0 55
Eggs, No. 1	....	0 50
Eggs, No. 2	....	0 30
Lard, lb., pure	....	0 15½
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 00
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; Raspberries	....	4 00
Toatoes, standard, per 2 doz.	....	2 85
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 65
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humpbacks, 1's	....	4 35
Lobster	....	2 35
Dried Fruits—		
Currants, per lb.	....	0 13½
Prunes, 70-80, 25's, lb.	....	0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's	....	0 12

SASKATCHEWAN MARKETS

By Wire.

Regina, March 9.—Since February 24 flour has dropped 30c. Price is now $3.25. Sugar advanced 10c on March 2 and 10c March 3; now quoted at $8.04. Market is still very strong, and there is indication of further advance. Big advance of 55c a case came in Rogers cane syrup. Molasses advanced slightly. Mushrooms are higher, and advance of 15c in condensed milk is registered. Rio coffee is higher at 20c. Beans are worth $4.70 a bushel. Fresh eggs are down to 27c. Dairy butter is 26c; creamery, 33c.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 27
Eggs, fancy, storage	....	0 25
Eggs, good, storage	....	0 22
Lard, 3's, per case	....	10 00
Lard, 6's, per case	....	9 96
Lard, 10's, per case	....	9 90
Lard, 20's, per case	....	3 30
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Flour, 98's	....	3 25
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard, gran., per cwt.	....	8 04
Sugar, yellow, per cwt.	....	7 64
Tapioca and sago, lb.	....	0 07¾
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 90
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	6 00
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	0 90
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

STRICT BUTTER REGULATIONS

The law in regard to the sale of butter reads that butter must not contain more than 16 per cent. water. If so, it is considered as adulterated. Neither is dairy butter allowed to be packed for sale in boxes similar to those used for the packing of creamery butter, where such boxes are not branded "dairy" butter, as required by law. Readers should also remember that butter which is not creamery butter must be labelled "dairy" or "whey" as the case may be.

COMPUTING CHEESE CUTTER PRESIDENT DEAD

Ernestus P. Searle, president of the Computing Cheese Cutter Company, Anderson, Ind., passed away recently. Canadian Grocer readers are familiar with this firm through their advertising in this paper.

COLOMBO FREIGHT RATES UP

The normal freight rate from Colombo to New York is 40 shillings per ton. During January and February the rate advanced to 159 shillings per ton, says the Tea and Coffee Trade Journal. According to cable advices just received in New York the rate for March will be 208 shillings per ton. Prices on Ceylon tea are advancing steadily in sympathy.

The early closing movement in the Earlscourt district, Toronto, is being well received by the merchants throughout the section. The petition for a Wednesday afternoon half-holiday, circulated by the Earlscourt Business Men received a number of signatures.

MUST HAVE THE GROCER

The Canadian Grocer—

Dear Sirs:—There has been a delay in replying to your statement of the 7th inst., owing to irregularity of the arrival of the mails here.

I think this has been the worst winter the people of the Okanagan have experienced. The lake is completely frozen over. We were without a boat for a week and the Southern end of the lake has had no boat service for a month.

Cannot do without CANADIAN GROCER *though, so herewith find Dom. Exp. Order for $2 to cover my subscription for 1917.*

J. H. CLEMENTS,
Peachland, B.C., Feb. 6th, 1916.

THROUGH OTHER SPECTACLES

Mice Won't Chew Matches

From the Providence Journal

"Saw in the paper to-night that the police laid the cause of a tenemeut-house fire to mice and matches," said a man who knows a lot about fire insurance. "I can't say on what grounds the police base their belief, but I do know the New Haven road says there is no such cause. After a fire in one of the New Haven stations in this neighborhood, some time ago, an inspector came to look into it. The station agent was of the opinion that a mouse had got into the pocket of a coat hanging in a closet and gnawed the matches in it until they went off. He couldn't account for the blaze in any other way. 'Sounds all right, but it isn't so,' said the inspector at the end of the recital. And then he proceeded to tell the agent why. He explained that for some time the inspectors' department had been experimenting with mice and matches. They put the two together in every way, shape and manner, but there was nothing doing. They tried many mice with all sorts of matches, from the old seven-day variety to the latest and safest on the market. Yet all to no purpose. Not under any conditions would the mice monkey with the matches. They ran over them and sniffed at them, but as for a bite or a chew, or a gnaw, they might as well have been toothless. Even when some of the mice were kept without food several days aud then fed matches, in the hope their hunger might get the better of them, they fought shy. After the experiments had continued over a satisfactory period and the mice wouldn't bite, the department decided that mice and matches as a cause of a fire was a fallacious one. So the inspector told the agent, and so it stands on the New Haven to-day."

Buying Away From Home

From the Bargain Counter News

In a recent issue we printed the following about the Southern farmer:

The average Southern farmer gets up at the alarm of a Connecticut clock.

Buttons his Chicago suspenders to Detroit overalls.

Washes his face with Cincinnati soap, in a Pennsylvania pan.

Sits down to a Grand Rapids table.

Eats Chicago meat and Indiana hominy, fried in Kansas lard on a St. Louis stove.

Puts a New York bridle on a Kentucky mule, fed with Iowa corn.

Plows a farm covered by an Ohio mortgage with an Illinois plow.

When bed time comes, he reads a chapter from a Bible printed in Boston and says a prayer written in Jerusalem.

Crawls under a blanket made in New Jersey, to be kept awake by a houn' dog—the only home product on the place.

And then—

He wonders why he cannot make money raising cotton.

The above little extract was widely read and we had many requests from Southern business men for copies of it. Now one of our subscribers who lives in the middle West, thinks that all of this buying away from home is not confined to the Southern farmer and furnishes the following:

"She gets up from her slumbers on a Cincinnati made mattress; stands before a French made mirror; quickly adjusts her Connecticut made hair fastened with a Rhode Island barrett; arranges her New York complexion, adjusts her Baltimore or Cincinnati made gown; puts on New Jersey made hose, buckled with Philadelphia supporters; buttons her Boston made shoes and sits down on an Ohio made chair; looks up her household necessities through a mail order catalogue; picks up her Canadian made furs, which resembles Old Tom, a Charleston house cat; the only home product on the place; then wonders to hubby why business and employment are not better in our town."

Hubby answers: "If you buy out of town, and we buy out of town, and our neighbors all buy out of town, and the jobbers sell all the 'so-called good people' their family supplies at wholesale prices for cash, what in thunder will become of our town and business?"

Fool Legislation

From Modern Merchant, Philadelphia, Pa.

Some poor "fat head" has introduced into the New York Legislature one of the most ridiculous and revolutionary bills that it has ever been my curious fortune to see. It purports to be a food bill for the protection of the public, and first requires all canned goods to be dated with the year, month, day and hour of packing. That is foolish enough in itself, for it has been many times shown that a dating bill would have no effect except to kill the sale of canned goods more than one year old, though they may be better than the current pack.

But the dating feature is nothing compared with another feature. When canned goods become two years old, under this bill, their sale is prohibited, they are confiscated, and the packer is compelled to redeem them in new goods, which may be grossly inferior to them.

It demonstrates nothing to call names, but I cannot deny myself the pleasure of observing that the man who conceived this bill has the head of an ignoramus and the feet of a jackass. What outrageous rot it is! Really it is a waste of time to discuss it at all. I shall not discuss it, beyond saying that it would serve the fool public right to pass a bill like this and see the price of canned goods go up.

Urges Retailers to Organize

From the Advertiser, Claresholm, Alta.

We hope the merchants of Claresholm, Granum and Stavely will carefully read an article in this issue under the heading, "Country Merchants Organizing." This is the movement that ought to be taken up by every town in the west. The business men must organize if they would successfully compete with the departmental store. They must work out their own salvation in this matter. Far too much money is sent out of Alberta to fatten eastern business houses. This money should be kept at home, and will be kept at home, if the merchant himself has nerve enough to tackle the problem with determination and energy. There is too much apathy and indifference on this subject; too much willingness to let things slide and take the leavings from the department store table. Every merchant should resolve that he will hold the trade of his own district and make his business a success. No man with a particle of pride or self-respect is willing to be a door mat for another man to wipe his feet on, yet this will happen if he does not assert his manhood and prove by his actions that he can hold his own, if not in one way then in another. If by organizing, the country merchant can drive a peg in the coffin of the department store, then organize by all means and do it quickly.

Grocery Trade Makes Strides

From Ottawa Journal.

The banquet of the Retail Grocers' Association Wednesday night serves to draw attention to the wonderful strides the grocery business has made in the past few years in sanitary methods. Scientists tell us that the duration of life is increasing. If it is, part of the credit can safely be given to cleanliness in the grocery stores. The going of the open bin, and the coming of the sanitary package have meant much to the health of the people.

Sanitary methods have probably added somewhat to the cost of living, but we all probably prefer to pay a little more, and have the things we eat served to us in a clean and tempting way.

The Ottawa grocers in up-to-date methods have kept pace with the best grocery stores in Canada. They have shown always a marked spirit of progress. The Pure Food Show, which attracted so much attention last exhibition, originated with the Ottawa grocers.

To the great credit of the Ottawa grocers stands the important fact that they have not shown any disposition whatever to take price advantage of the war conditions.

Food Adulteration

From Toronto Globe.

The defect in the Food Adulteration Act which penalizes the innocent retailer should be corrected. There is no excuse for it in regard to domestic products. When goods are imported responsibility should rest with the importer.

The Apple Duty

From Retail Grocers' Review, Vancouver, B.C.

The Finance Minister has seen fit to impose a duty of 90 cents a barrel on imported apples. This protection to the apple growers of British Columbia will be a source of great satisfaction to them, and we congratulate their association upon the success of its efforts in obtaining such a valuable concession from the Government. This is a tangible demonstration of the value of co-operation and association work.

We cannot let this pass, however, without saying a word about the part that the retail grocer will take in this effort to protect a most valuable industry of the province. The retail grocer is the man who will be called upon, as usual, to shoulder the burden of collecting this extra duty from the consumer—that is, the consumer who demands apples from about now on to the time when the British Columbia apple season comes on again.

It cannot be denied, therefore, that the retail grocer is entitled to some little consideration at the hands of the British Columbia apple growers. It is said that good apples are grown in British Columbia. Apples the equal of anything in the world are claimed to be produced right in this province. We are strongly inclined to believe it, too; in fact, we have seen reports that they have taken first prizes in very notable exhibitions. Well, then, the retailer will feel amply compensated for this extra burden placed upon him for the benefit of his friend the apple grower, if friend apple grower will reciprocate by shipping a carload or two of at least first grade British Columbia apples to Vancouver next season.

FRUIT AND VEGETABLES

Oranges and Grapefruit in Good Demand

Florida Tomatoes Arriving: Good Quality—Cabbages Scarcer and Higher—Celery in the Same Case—Spanish Onions up 50c.

MONTREAL

FRUIT.—Local market is unchanged in its chief features, although latest auction gave evidence of some slight price-shading, which, however, has not had any effect on the prices that prevail in this market, nor on the general strong undertone. Strong and numerous inquiries for bitter oranges are a feature of the present market, but no movement is noted in this line through inability of local buyers to get prices. Bananas are unchanged and quiet at a price that is maintained, more as a result of light receipts in the controlling market of New York than any large demand at this point. Lemons showed some weakness at latest auction in direct sympathy with developments in New York market, which has been adversely affected by increased shipments adding to the already large stocks at that point. Apples are strong and steady, and are being held at the high prices in force following last week's advances in good quality grades and a slight shading of inferior ones. Feature of this market is its firmness and scarcity of supplies for present needs.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	5 00
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 50
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	....	2 75
Oranges—		
Navels	2 50	3 10
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	....	0 40

VEGETABLES.—Market is rather quiet, but firm, with usual number of advances that have become customary of late, except in case of Florida tomatoes, which have declined 50c, and are now quoted at from $3.25 for choice to $3.75 for fancy six-basket crate. Cabbages have shown the greatest price activity of the week, having advanced as high as 60c over last week's range in the course of the week, but have now settled down to a price of $1.25, or 25c higher than last week, at which demand is very good. Market for California celery has been stimulated by the possibility that stocks in sight may represent last shipments of the season to this point. There has been an advance of 50c, and quotation is now $8 per crate. Spanish onions are up 50c, and are now quoted at $6.50 per crate, but conditions governing this advance are such that same may only be temporary in character. Spinach has advanced $1, and is now quoted at $4 a barrel.

Potatoes are showing the greatest activity of any line from standpoint of quantities changing hands. They are moving freely on a firm market that remains unchanged in price. There is no scarcity of supplies, as the improved weather conditions have encouraged shipping in proportion to present heavy demand. Artichokes remain unchanged in price but are so scarce as to almost be out of the market., Brussel sprouts are in a similar condition owing to the exhaustion of supplies.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	1 25
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	....	8 00
Celery, Florida	....	3 00
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	2 50
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	1 75
Curly lettuce, box 4 doz.	....	2 40
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 50
Spanish, crate	....	6 50
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	4 00
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	3 50	4 00
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—There is not a single price change in fruit market this week, although several interesting things have happened. Navel oranges have been the chief receipts, and they are coming in in cars. They are going at a long range of prices. On the whole, navels have been rather cheaper this year than last. Spys, Baldwins and Russets came in in good quantities this week, and are eagerly inquired for on appearance. Grapefruit, at quoted levels, is selling well, and supplies are ample. Quality is certainly excellent. Rest of the list is featureless. Pines are slow sellers; so, for the moment, are strawberries.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	4 00
Oranges—		
Florida, case	3 00	3 25
Navels	2 25	3 25
Marmalade, case	3 25	3 35
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 25	6 00
Strawberries, Florida, box	0 40	0 45
Tangerines, case	2 00	2 50

VEGETABLES.—Root stuff continues to be greatly in demand, carrots and turnips having big call at fairly high prices. A car or two of Florida tomatoes came in this week. Best grades are worth $4 and $4.25; other grades half a dollar lower. Demand was not very good at first. Egg plant, selling singly or by the case, is a feature; price is moderate. Potatoes show no change in price, but are very firm; so are onions, which were up last week.

Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 60	0 80
Carrots, new, bag	0 75	0 85
Cauliflower, case	5 00	5 25
Celery, Cal., case	6 50	6 75
Celery, Florida, case	3 25	3 50
Cucumbers—		
Hothouse, doz.	2 75	3 00
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	5 25	5 50
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30

(Continued on page 40.)

PRODUCE AND PROVISIONS

U. S. New Laids Coming In

They Have "Eggs to Burn" Across the Border—Ontario Deliveries Slow—Easy Prices in Butter a Conundrum—Milk-fed Chickens Make Appearance—Heavy Strengthening in Montreal

MONTREAL

PROVISIONS.—Lard market is firm with good enquiries cropping up and a noticeable stimulation of sales following recent decline in price. An additional firmness of market is anticipated as result of American advances. Smoked meats are in good demand at both local and outside points at unchanged prices despite the late decline in hogs which continue in fair demand at unchanged price. Bacon is in good demand and shows firmness at old prices. Cooked meats are in firm demand only.

Hams—		
Small, per lb.	....	0 21
Medium, per lb.	0 20	0 21
Large, per lb.	....	0 19
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 29
Peameal	....	0 29
Bacon—		
Breakfast, per lb.	....	0 23
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 30
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	27 00
Heavy short cut clear	....	27 50
Clear fat backs	....	30 00
Clear pork	....	28 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 14¼
Tubs, 50 lbs. net	....	0 14½
Tins, 50 lbs. net	....	0 14½
Pails, wood, 20 lbs. gross	....	0 14¾
Pails, tin, 20 lbs. gross	....	0 14¼
Cases, 10, lb., tins, 60 in case	....	0 15
Cases, 3 and 5-lb. tins, 60 in case	....	0 16
Bricks, 1 lb., each	....	0 16½
Lard, Compound—		
Tierces, 375 lbs. net	....	0 12¼
Tubs, 50 lbs. net	....	0 12¾
Tins, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. net	....	0 13
Pails, tin, 20 lbs. net	....	0 13
Cases, 10-lb. tins, 60 in case	....	0 14
Cases, 3 and 5-lb. tins, 60 in case	....	0 13¾
Bricks, 1 lb., each	....	0 14¾
Hogs—		
Dressed, abattoir killed	....	13 00

BUTTER.—Market is firm and unchanged in price and tone, with a steady and fair volume of trade passing. Enquiries from American sources that are being received here are taken to indicate an approaching shortage there that combined with the improved state of that market may have a strengthening effect on this one.

Butter—		
Finest creamery, September make	....	0 35
Finest creamery, fresh made	....	0 33
Dairy prints	....	0 28
Dairy, solids	....	0 27
Separator prints	....	0 26
Bakers	....	0 23

EGGS.—Supplies are moving freely with weaker and irregular tendencies cropping up as result of declines in the American market, which has become the chief source of supply for this one. An advance of one cent has occurred in new laids which are now quoted at 32c, but this is looked upon as a transient condition peculiar to the local situation which has been aggravated by the complete disappearance of old stocks of select and storage eggs and a shortage in local sources of supply of new laids. Last year there were ten times as many of the latter received from Canadian sources as at present. American eggs are making up this shortage and latest quotations from Chicago offer new laids at 25¼c plus duty, freight and war-tax. Milder weather and increased receipts are also expected to have a weakening influence on market.

Eggs, case lots—		
New laid, stamped	....	0 32

CHEESE.—Prices remain unchanged and firm with restricted domestic demand as result of high prices for export trade. Stocks are light and stationary as export trade has been practically finished and only a limited amount of new supplies are coming into storage. Some winter cheese has been made here, but its quality has barred it from going into general use. The recent English advance of one shilling or ¼c per lb. on colored Canadian cheese, has had no immediate effect on local price. Jobbing orders have been the strength of the market lately but opinion now is that stocks fit for export have all gone into use and future activity will be confined to supplying small lots for local needs.

Cheese—		
1915 make	0 20	0 21
Stilton	....	0 20

POULTRY.—Conditions and prices remain unchanged except for an increase of irregular and conflicting tendencies with a continued scarciety of live fowl that has reversed the relative value of live and dressed. Hens are commencing to lay so that they are being offered less freely by the farmers. Live fowl and ducks, frozen and live turkeys, and frozen poultry are all in good demand. Stocks are cleaning up very rapidly in all lines, but the greatest shortage has occurred in frozen turkey and present stocks give every indication of complete exhaustion before new supplies can arrive.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 19	0 20
Fowl, small	0 14	0 16
Ducks	....	0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market has been further stimulated by unusual demand that has made serious inroads on local stocks and advanced prices all round about one cent. Demand is fairly general in locality but the lightness of normal stocks on hand preclude any extensive trading at present.

Honey—		
Buckwheat, tins	....	0 09½
Strained clover, 60-lb. tins	....	0 12
Strained clover, in 10-lb. tins	....	0 12½
Strained clover, in 5-lb. tins	....	0 12½
Comb honey, white clover, per section.	....	0 16
Comb honey, buckwheat, per section..	....	0 13

TORONTO

PROVISIONS.—Compound lard is slightly easier this week and prices are down about ¼ cent. Pure is firm on average demand. No change is noticeable in meats, backs and bacons having good demand.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13½	0 13¾
Tubs, 60 lbs.	0 12½	0 12¾
Pails	0 12¾	0 13

Tins, 3 and 5 lbs., per lb.	0 14	0 14¼
Bricks, 1 lb., per lb.	0 14¼	0 14½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12¼	0 12½
Tubs, 50 lbs., per lb.	0 12½	0 12¾
Pails, 20 lbs., per lb.	0 12¾	0 13
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Prices are well supported in a steady market. The only quotable change is in bakers, up one cent. Other levels very firm. Trade is beginning to wonder why our prices are so low. Demand seems average and deliveries are fairly good. The American market, however, has been going in for pyrotechnics for four or five weeks, rising together about 5c. If this goes on and conditions here continue to be such that prices don't advance, there should be an opening across the border where they are really hard up. We are exporting little to England now, compared with a year ago, but if the comparatively easy state of the market here still remains, it would appear that Canada will export to the States; that would automatically advance figures.

Butter—		
Creamery prints, lb.	0 35	0 36
Dairy prints, choice, lb.	6 28	0 32
Dairy prints, lb.	0 24	0 26
Bakers	0 23	0 24

EGGS.—New laids are rather firmer and shows an advance of about a cent. Ontario deliveries are slacker for the moment and general cars come forward this week, from Chicago. There they have new laids to burn, and can lay them down here so cheaply that unless deliveries in Ontario are better and prices consequently lower, America will get the business. Storage levels are weaker, but there gets less and less demand for them and they are quoted only nominally.

Eggs—		
New laids, specials, in cartons	0 31	0 32
Extras	0 30	0 31
No. 1, storage	0 23	0 25
No. 2, storage	0 21	0 22

CHEESE.—New cheese, most of it of poor quality is coming in and quotations are altered to include it. Large is worth 19 and twins 19½, old is priced ¼c higher in each case, old stuff is generally preferred to be new but there's mighty little of it. And it is eagerly snapped up. Export business proceeds a pace.

Cheese—		
New, large, per lb.		0 19
New, twins, per lb.		0 19¼
Old, large, per lb.		0 19½
Old, twins, per lb.		0 19¾
Old, triplets, per lb.		0 20

POULTRY.—Prices are all on the up grade, in both dressed and live. Live stuff is greatly in demand, particularly in fowl. Milk-fed chicken is appearing and though pretty high priced, it is quickly purchased. Turkey is slow.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 18	0 16—0 18
Old turkeys	0 18—0 19	0 20—0 22
Ducklings	0 15—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 16—0 18	0 18—0 22
Chickens, milkfed	0 17—0 20	0 24—0 25

HONEY. — There is no appreciable change in this market.

WINNIPEG

PRODUCE AND PROVISIONS.—There was a temporary advance on eggs last week on account of stormy weather affecting shipments, amounting to 1c. New quotations on new-laids are 34c and on candled storage 24c. The egg market now is on a purely weather basis, and lower prices are expected in the United States, with a steady increase of current receipts in Manitoba. The hog market is firm in sympathy with the South, which has advanced. There is a good demand, and higher prices are being quoted on meat products. Lard is steady. Cheaper grades of butter are easing off, but good butter is inclined to be firm. There is not as much fresh butter being made, nor will there be until the cattle go to the grass. Cheese is firm, and quoted 20¼c for large and 20½c for twins.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long nlear bacon, light	....	0 15
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	26 00
Lard, Pure—		
Tierces	....	0 14¼
Pails	....	2 92
Cases, 10s	....	9 60
Cases, 5s	....	9 08
Cases, 3s	....	9 15
Cartons	....	0 15½
Lard, Compound—		
Tierces	....	0 12½
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 30
Cooking	0 22	0 25
Eggs—		
New laids	....	0 34
Candled storage	....	0 24
Cheese—		
Ontario, large	....	0 20¼
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 38.)

Lettuce, Boston, hamper	2 25	2 75
Musbrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	1 25	1 30
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	2 00	2 10
Britisb Columbia, bag	....	1 85
Ontario, bag	....	1 85
New, bamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Rhubarb, doz.	0 65	0 90
Spinacb, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	0 20	0 30

WINNIPEG

FRUITS AND VEGETABLES.—There has been a decline in price of California lemons, which can now be bought here for $5 per case. There are cheaper tomatoes on market, Floridas being quoted at $6. Potatoes continue at high level they have maintained since advance.

Fresb Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, quart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	....	2 00
B.C. box apples, No. 2s	....	1 75
Washington box apples	....	2 50
Navel oranges, case	3 25	4 00
California lemons	....	5 00
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	15 00
Vegetables—		
Cabbage, per lb.	....	0 02
Peppers, per basket	....	0 75
Musbrooms	....	0 90
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	1 25	1 25
Manitoba potatoes, sacked, carloads	....	1 15
Sweet potatoes, bamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, busbel	....	0 60
California bead lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	7 50
Red Globe, onions, lb.	....	0 04
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Florida tomatoes, case	....	6 00

CANADIAN GROCERS' WINDOW CONTEST

The Brandon, Man., Sun says: "Premier honors in the Canadian Grocers' Christmas Window Display Contest, a competition open to the whole of Canada, was won by Nation & Shewan's, Brandon. The window was dressed by J. F. Nichol, and was at the time the subject of much local comment. A recent issue of the Canadian Grocer contains an illustration of the window and the accompanying article mentions that Class 1, in which the Nation & Shewan window comes under, is composed of cities over ten thousand population. The judges were all members of the Canadian Window Trimmers' Association."

TOO MANY GROCER'S BOYS

The following letter was received by the Regina Daily Province following the insertion of an ad. for a grocery boy:

"To the Editor the Evening Province.

"For heaven's sake either stop that advertisement for grocery boy wanted, or change the phone address for applicants. In last night's Province, someone advertised for a delivery boy and attached, apparently in error, the wrong phone address. The result is my phone has been buzzing all evening with offers of grocery boys. This proves your paper a good advertising medium, but as you are making me the goat, either cut out the advertisement or put in the right phone address.

"Yours truly,

"PHONE 4067.

"Regina, Jan. 31."

ENLISTED—LIKES CANADIAN GROCER

MacLean Publishing Co.

Dear Sirs,—Having disposed of my business and have enlisted for overseas service with the 156th Batt., I therefore would like you to discontinue my subscription to The Canadian Grocer *and as a subscriber for over sixteen years, if I were still in the grocery business I feel that I could not or would not be without it. My successor is Mr. W. C. Taylor.*

Yours truly,

A. E. Shaver.

Brockville, Ont.

FISH AND OYSTERS

Haddock and Cod Higher

Heavy Storms at Atlantic Responsible—Good Demand for Salt and Pickled Fish — Whitefish Heavy Seller—General Business Good

MONTREAL

FISH.— Market is showing strength as result of curtailment of fishing following heavy storms on Atlantic coast combined with steady inquiry for salt fish that exceeds capacity of local stocks and a general firmness has resulted with advances in particular lines. Frozen haddock is up ½c and is now 6c to 6½c; codfish steak up one cent, and is now 6c to 7c, and smelts up one cent and are now 11c. In frozen sea fish halibut is up one cent, and is now from 13c to 14c, and flounders up to 10c. Haddock has reached a price of 10c to 12c in Boston, a record for this fish in any market. Another feature of importance is great scarcity of all kinds of fresh fish, and the active trading and short supplies in many of frozen fish lines.

Under a continuance of present weather conditions it is thought that stocks will be well cleaned up. An overstock of frozen halibut was counted upon but market took sudden turn that has resulted in the diversion of a number of cars to the American market, and resultant firmness in this line. Further American trade in this line is expected.

Frozen haddock and cod are completely sold out here and the supplies of tomcod are nearly exhausted as well as having advanced 10 per cent. in price. A good demand has arisen in the salt fish and pickled lines as a result of the increasing scarcity in other lines and the approach of Lent is assisting in holding trade up. Bulk and shell oyster trade is quiet and unchanged in price although recent storms have had a strengthening effect on it.

TORONTO

FISH AND OYSTERS.—The shortage predicted, in this column, of cod and haddock appears to be on us. Supplies of these are short this week. It has come at the worst time because demand is heavy owing to Lent. Lake fish, generally speaking, is in same condition. Whitefish is about the only line where there is any plentitude. That still remains a big seller. Lobsters are in fair demand at the more reasonable figures. Supplies for the present are ample. Salmon is a good seller, red spring variety at 10 and 11c moving particularly quickly. Qualla is also good though demand for that is not so active. Halibut has its usual quota of business. The feature of the fish market, if it has any, is the demand for salted and pickled lines. This keeps up and increases. There is much to choose from and levels in most cases are very accessible. Business, taking it all through is good. Lent is starting well.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressd, lb.	.10	.11
Red Cohoes, dressed, lb.	.11	.11
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.06-.06½	.08
Market codfish, per lb.	.05	....
Steak, codfish, per lb.	.05½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malnegues, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 38	0 55
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 —14	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —10
Herrings, each	3	3
Flounders	10	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.09-.13
Pike, dressed and beadless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, .S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	....
Herrings, Labrador, half bbls.	3 50	3 50
Lake trout, 100-lb. kegs	6 50	7 75
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	6 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Price of haddies has been advanced to 9½c per lb. Up to present dealers have been able to fill all orders for haddies, but fear is expressed that they will be scarce towards end of winter. Fish generally continues to move out well, and there was an exceptionally good demand for Fish Day, Feb. 29, although same interest was not evinced as on the Coast and in the East. There is little change as regards poultry.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09½
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

FLOUR AND CEREALS

Wheat Higher and Flour Firmer

Bran, Shorts and Middlings Slightly Off in Toronto After a Good Run of Buying—Wheat Market Firm and Advancing—Ontario Oats Trifle Easier

MONTREAL

FLOUR.—Local market is inclined to be erratic in domestic demand following recent sharp declines, which tend to deter local buyers other than bakers from other than most necessary purchases. Export trade continues to be excellent and general feeling of confidence prevails that worst of the decline is over, and that any further drop will only be temporary in character.

Wheat market continued weak up to latter part of last week but showed signs of strength later and early this week which have continued, and have materially added to firmness of market.

Winter wheat flour has dropped since the break in wheat 50c a bbl. from the highest; buyers are cautious and buying only from hand to mouth.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	....	6 90
Second patents	....	6 40
Strong bakers	....	6 20
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent., in bags	2 70	2 75

CEREALS.—This line is in fair demand although end of season is in sight and some weakness is evident following the 10c drop in oats. Package goods are moving freely in all lines but prices remain as usual throughout.

Cornmeal—	Per 98-lb. sack.	
Gold dust	....	2 50
Unbolted	....	2 25
Rolled Oats—	90's in jute.	
Small lots	2 50	2 70
25 bags or more	....	2 50
Packages, case	3 90	4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.	
Small lots	....	4 00
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 65
Rye flour, bag	2 65	2 80
Barley, pot	....	3 00
Barley, pearl, lb.	....	0 04½

FEEDS.—Market is firm in face of light orders and small volume of business. A scarcity is looked upon as probable as a result of slackness. Flour milling may result in curtailment of feed production so that present stocks may have to serve later demand.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—There is no change in price this week, in either Manitoba or Ontario, but market is much firmer. A series of gradual and one or two acute advances in wheat prices are chiefly responsible. No. 1 Northern is quoted in store at Fort William at $1.13⅜, which is an advance on last week of nearly eight cents; this somewhat balances up the market which slumped very heavily last week. There seems to be little new in the situation. Domestic demand for Manitobas is hardly as firm this week as last, and that would tend to ease up levels, were it not for sharpness in wheat referred to. There is strong undertone to market at present, and higher flour would not be a surprise. Export conditions vary little; lack of bottoms is tying up export trade still, and enquiries from overseas are not many, inasmuch as purchasers there are so unsure of delivery.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	7 00	6 80
Second patents	6 50	6 30
Strong bakers	6 30	6 10
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 40	4 30

CEREALS.—Barley is a strong spot and has been registering a series of 1-cent advances. It is very scarce, both pearl and pot, and demand is active. Price is up to $4.70 to $4.90. Oats have steadied since last week, and show some disposition towards higher levels; Ontario oats being a cent higher on the board, and western strengthening too. American corn is firm at present and cornmeal shows a corresponding strength.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—The whole list of prices is changed this week, each of the three feeds being down a dollar. Trade is said to be pretty well stocked up and present slump is largely result of natural reversion from heavy buying. Present levels are fairly strong. Ontario oats are down a trifle though demand is good. Good feed flour is also lower.

Mill Feeds—	Mixed cars per ton	
Bran	....	24 00
Shorts	....	25 00
Special middlings	....	26 00
Feed flour, per bag	1 60	1 70
Oats—		
No. 3, Ontario, outside points	0 41	0 42

WINNIPEG

FLOUR AND CEREALS.—Flour market took a big drop on Monday, Feb. 28, when quotations on first patents fell to $6.30; this being a decline of 30c per barrel. Since then wheat market has been uncertain, dropping slightly every day until time of writing, when it has recovered a little. Nobody seems to be able to predict what wheat is liable to do. General feeling is that when wheat has reached bottom (and it is thought it will not go much lower) that it will advance again, but may not touch the high limits of January. When the market begins to strengthen again flour will, of course, follow up. It is rumored in Winnipeg that the present weakness of the market is due to a fight between Armour and Patten, of Chicago. Rolled oats in bulk is quoted around $2.15, with lower quotations on car lots where business is desirable. Quotations on packages are not likely to change just now. Feeds remain the same, with no new features.

Flour—		
Best patents	....	6 30
Bakers	....	5 80
Clears	....	5 10
XXXX.	....	4 10
Cereals—		
Rolled oats, 80 lbs.	2 00	2 15
Rolled oats, pkgs., family size	....	3 90
Wheat flakes, case	....	3 90
Oatmeal, standard and gran., 98 lbs.	....	3 00
Cornmeal, 98 lbs.	....	2 65
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

How about a cereal display, Mr. Dealer?

Free Window Display Sent on Request

SELLING Tillson's Products is never a very difficult matter, as their reputation for quality is well established. But sales are made easier still by means of our snappy Window Display, one of which we will mail you on receipt of your request.

These are ideal days for the featuring of Tillson's Quality Cereals, every package of which contains a quality that is certain to satisfy the most critical.

Containing every unit of nourishment necessary to the upbuilding of sound, vigorous health, and possessing a truly appetizing flavor, Tillson's are favorites with every member of the family.

Don't confound these high-grade Canadian-made products with others of an inferior nature. Pushing

Tillson's "Scotch" Fine Cut Oatmeal
Tillson's "Scotch" Health Bran
Tillson's Rolled Oats

mean that you are giving your customers best quality at lowest prices, and showing practical patriotism by supporting Canadian industry.

Canadian Cereal and Flour Mills, Limited
TORONTO

A big opportunity

Avail yourself of it now and lay the foundation of steady year round fish sales

Next Wednesday, March 8th, sees the beginning of the Lenten season—a particularly opportune time for the featuring of quality sea foods.

There is always an increased demand for fish during the Lenten weeks, but in order to secure a goodly share of this business it is necessary to stock only sea foods of unquestioned quality

Brunswick Brand Sea Foods

have set up an unbeatable standard for high-grade quality and delicious natural goodness. Stocking them now not only means big Lenten sales, but the customer satisfaction they produce will tend to create a steady year round demand.

Get a small trial stock of Brunswick Brand to-day and prove their unequalled selling qualities.

Connors Bros., Limited

BLACK'S HARBOR, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 80
Pts., Red Seal	1 40
Pts., Tiger	1 75
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 30
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

A Made - in - Canada Purely Vegetable Cooking Fat

The use of Crisco quickly becomes a habit and for this reason it pays to keep Crisco always in stock.

Crisco brings out appetizing flavors in foods and helps keep kitchens sweet.

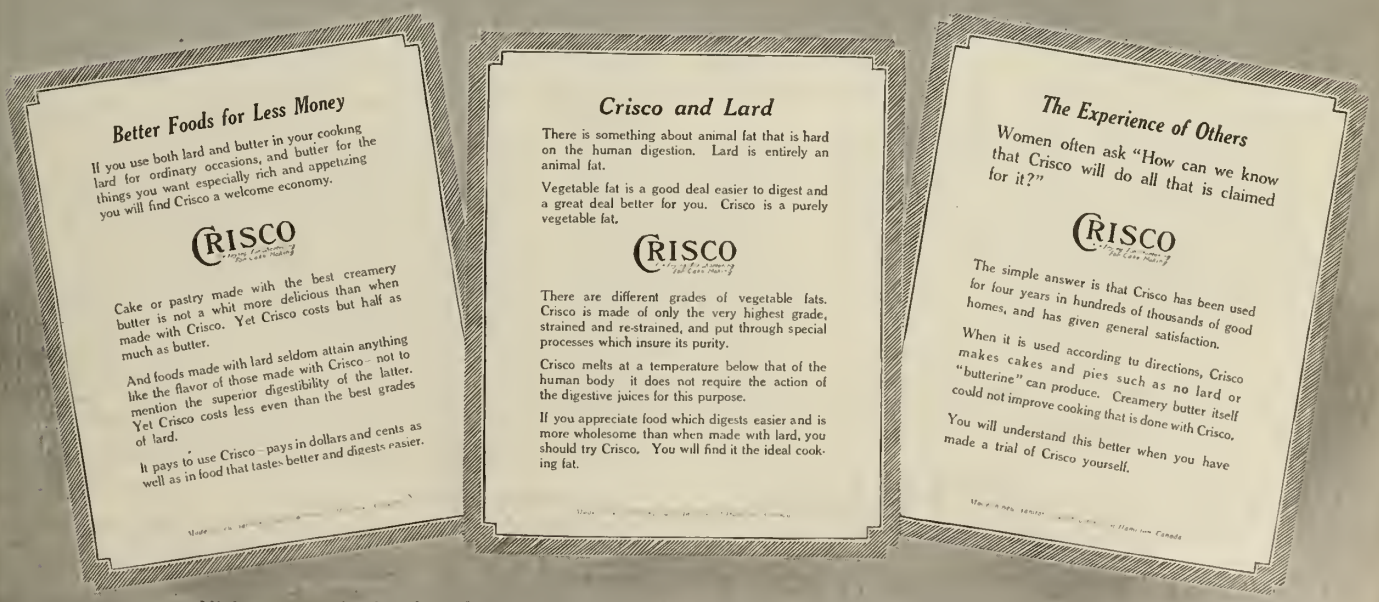
The satisfaction in the use of Crisco builds good will the value of which every successful merchant understands.

There is both pleasure and profit in handling Crisco.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Crisco advertising matter will help you sell goods. Send for it.

All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G. The White Naphtha Soap, Gold Soap, Sopade and Pearline.



Better Foods for Less Money

If you use both lard and butter in your cooking lard for ordinary occasions, and butter for the things you want especially rich and appetizing you will find Crisco a welcome economy.

CRISCO

Cake or pastry made with the best creamery butter is not a whit more delicious than when made with Crisco. Yet Crisco costs but half as much as butter.

And foods made with lard seldom attain anything like the flavor of those made with Crisco—not to mention the superior digestibility of the latter. Yet Crisco costs less even than the best grades of lard.

It pays to use Crisco—pays in dollars and cents as well as in food that tastes better and digests easier.

Crisco and Lard

There is something about animal fat that is hard on the human digestion. Lard is entirely an animal fat.

Vegetable fat is a good deal easier to digest and a great deal better for you. Crisco is a purely vegetable fat.

CRISCO

There are different grades of vegetable fats. Crisco is made of only the very highest grade, strained and re-strained, and put through special processes which insure its purity.

Crisco melts at a temperature below that of the human body—it does not require the action of the digestive juices for this purpose.

If you appreciate food which digests easier and is more wholesome than when made with lard, you should try Crisco. You will find it the ideal cooking fat.

The Experience of Others

Women often ask "How can we know that Crisco will do all that is claimed for it?"

CRISCO

The simple answer is that Crisco has been used for four years in hundreds of thousands of good homes, and has given general satisfaction.

When it is used according to directions, Crisco makes cakes and pies such as no lard or "butterine" can produce. Creamery butter itself could not improve cooking that is done with Crisco.

You will understand this better when you have made a trial of Crisco yourself.

Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.

products are always popular

— popular with the dealer because they are such reliable year-round sellers, and popular with the buying public by reason of their inimitable flavor and incomparable quality.

You will come nearest to the realization of your best profits when you begin to feature Lytle's "Sterling" Lines.

"Sterling" satisfaction produces the repeat sales that mean business expansion.

How about a trial supply?

The T. A. Lytle Co.
Limited
STERLING ROAD TORONTO

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 50
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 80
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.80; 1s, $2.90; 2s, $5.40.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

Fish For Lent

Everybody wants fish during Lent.

Your sales will be increased by carrying a nice assortment of **Whitco Brand Haddies, Bloaters, Fillets, etc.** Whitefish, Halibut, Sea Herrings, Smelts, Tulibees, Goldeyes, Trout and a full line of Dry Salted and Pickled Fish.

OYSTERS

Renowned for their High Quality and Low Price.

White & Co., Limited

Wholesale Fruits and Fish

TORONTO and HAMILTON

Every Minute Pays → YOU ←

IS every minute of your spare time bringing you profitable returns? Through the day time you earn money—why shouldn't your spare time be devoted to bringing you in an extra income?

We would be pleased to tell you about a plan, that although not interfering in the least with your regular duties, will produce for you an extra $10.00 a week. That amount can be increased as you become proficient in the work, and bring into play the salesmanship that your regular occupation gives you.

We need a man in your home town to represent us, and for that service, his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

The MacLean Publishing Co.

143-153 University Ave.

Dept. C. G. Toronto, Can.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY

is the Nation's Watchword.

PRODUCTION

is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

Shortening

We are now putting this up in ONE POUND packages. Very handy for your retail trade. Send for sample shipment.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

A condensed ad. in this paper will bring results from all parts of Canada : : : :

New Brunswick Potatoes

TABLE OR SEED STOCK

Any variety. Stock Guaranteed free from Disease. Car lots at lowest prices.

Wire or Write

HATFIELD & SCOTT
Largest Growers and Shippers
MONTREAL, QUE. HARTLAND, N.B.

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed 3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb tins, 1 doz. in case.... 3 00
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¼
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 15
5 lb. tins, 1 doz. in case... 3 50
10 lb. tins, ½ doz. in case.. 3 30
20 lb. tins, ¼ doz. in case.. 3 25

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES, "THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's $2 15
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 06
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ⅛s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

SELL 'EM

—and they will always come back for more.

The DEL MONTE brand is a complete line of superior flavor and quality canned fruits, vegetables and dried fruits—ripened in the glorious sunshine of California and packed by the largest canners of fruits and vegetables in the world.

Winners of the only GRAND PRIZE for canned fruits at both California Expositions.

Del Monte

CANNED FRUITS AND VEGETABLES
Packed Where They Ripen—The Day They're Picked

CALIFORNIA FRUIT CANNERS ASSOCIATION
SAN FRANCISCO

MR. CLERK ←
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it **bringing you** any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day.**

The MacLean Publishing Co.
Dept. C.G. **143-153 University Ave.**
Toronto **Canada**

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

AT ONCE — FIRST-CLASS FRUIT AND vegetable buyer. Only thoroughly competent need apply; good salary for right man. Apply Box 132, Canadian Grocer.

AT ONCE—QUALIFIED GROCERY MANager and buyer as assistant manager to large business. Only thoroughly competent need apply; good salary to right man. Box 133, Canadian Grocer.

WANTED — AT ONCE, BRIGHT, ACTIVE, honest boy to learn the general mercantile business. Apply to E. Richards & Son, Melbourne, Ontario.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE — MONEY MAKING GROCERY and meat business in Hamilton, where industrial conditions are extra good. Turnover 18 to 19 hundred monthly. Customers are cosmopolitan. Apply 369 John St. North, Hamilton.

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover $1,500. Price and terms right; send for prospectus. Wilton Bros., Kneeville Valley, Alberta.

FOR SALE—AN OLD-ESTABLISHED TEA business in Western Ontario, on reasonable terms. Large turnover and good profits. Worth looking into. Will stand any kind of inspection. Apply J. L. Fielding & Co., Guelph, Ont.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

The Financial Post of Canada

Toronto

"The Canadian Newspaper for Investors"

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

When writing advertised kindly mention that you saw it in this paper.

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

"Canadian Air-Line" Honey

The BEE-MADE Honey

PURE ATTRACTIVE TASTY

The Root Canadian House

185 Wright Avenue, TORONTO

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

No. 39

Chats with Old Bab

(Canada's 105-year-old Pioneer)

The Worst Blizzard

"Yes, lad, its now nearly seventy-five years since the worst blizzard I ever remember witnessing struck the North Street, near London. I was on my way to the 'other side' to become a Yankee when the storm struck and I had to take shelter in a tavern a few miles out of London. Well do I remember the cosy big fireplace which I sat by and watched the blizzard play itself out. I had my good old pipe, a plug of chewing and good company.

"Those days it was only tobacco, not good old KING GEORGE NAVY—the kind I insist on now. My Grocer never suggests any other kind for he knows 'Old Baba' knows a good chew."

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

By Special royal permission.

They "put it all over" the hard-to-please customers

When every other brand fails to satisfy,

"King Oscar" Sardines

may be confidently depended on to meet the demands of that particularly "hard-to-please" customer.

Selected Norwegian Sardines—the best in the world—prepared and boxed by expert labor, bringing with them the sweet clean flavor of their native element—that's the secret of "King Oscar" popularity.

A trial stock from your wholesaler will be a big step towards quicker sea-food sales and a better customer satisfaction. **Get in touch with him to-day.**

CANADIAN AGENTS

J. W. Bickle & Greening
J. A. HENDERSON
HAMILTON ONTARIO

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto

POTATOES

Car lots Alberta and British Columbia Potatoes.

BOUGHT AND SOLD.

INQUIRIES SOLICITED.

A. J. Macdonell & Company
CALGARY, ALBERTA

We'll Exchange

Our Money For Your Spare Time

YES, that's just what we mean—we'll exchange our money for your spare time efforts. There are in Canada to-day hundreds of young men, **who are** representing us in their "off hours," and their spare time with us is giving them regular weekly incomes which are constantly increasing as they devote more and more time to our plan.

You have spare time on your hands. Every one has. What are you doing with it? Are you using it to the best advantage? Is it bringing you a profitable return in dollars and cents? If it isn't, write and ask us how you may increase your earnings by allowing us one or two hours daily. We'll tell you all about it.

Our plan of representation is a sure road to success. It's not anything new or unproven. When other young men are increasing their incomes from $10.00 to $20.00 a week, why shouldn't you? Make up your mind that you will join this "Spare-time-money-making class of hustlers" and reap the profits.

The first thing to do is to drop us a line—a post card will do. Back to you by return mail will come full particulars of the plan. This obligates you in no way. Simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co.
LIMITED
143-153 University Ave.
Dept. B. **TORONTO, ONT.**

INDEX TO ADVERTISERS

A

Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries.... 1
Aylmer Condensed Milk Co.. 5

B

Babbittts 2
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co....Iuside back cover
Bickle & Greening 53
Borden Milk Co. 3

C

California Associated Raisin Co. 4
California Fruit Canners' Association 51
Canada Maple Exchange 11
Canadian Cereal & Flour Mills Co. 43
Channell Chemical Co. 8
Chaput, Fils & Cie. 4
Clark, Ltd., W. 7
Connors Bros. 44

D

Dominion Salt Co., Ltd. 4
Duncan & Co., John 16

E

Eckardt, H. P., & Co. 47
Eureka Refrigerator Co..... 15

F

Fairbanks, N. K., Co. ..... Inside front cover
Fearman, F. W., Co. 50
Freeman Co., W. A. 48

H

Hardy, L. L. 6
Hargreaves (Canada), Ltd... 2
Hatfield & Scott 51
Heinz, J. J., Co. 9

J

Jenkins & Hardy 52

K

Kearney Bros. 6
Knox Co., Chas. B., Inc..... 11

L

Lake of the Woods Milling Co. ..... Outside back cover
Lambe & Co., W. G. A..... 56
Laporte, Martin, Limitee 55
Leacock & Co. 8
Lemon Bros. 49
Lightcap, O. F. 56
London Pure Food Show.... 6
Lytle & Co., T. A. 46

M

Macdoneli & Co., A. J..... 53
MacKenzie & Morris 56
Maclure & Langley 56
MacNab, T. A., & Co..... 56
Magor, Son & Co. 16
Malcolm's Condensing Co.... Inside back cover
Mathieu, J. L., & Co..... 8
McCabe, J. J. 49
Mennen Chemical Co., G..... 4
Millman, W. H., Sons 56
Minto Bros....Inside front cover
Morency, J. L. 12

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 56
Pennock, H. P., Co., Ltd.... 56
Procter & Gamble 45

R

Red Rose Tea Co. 15
Reed Mfg. Co., Evan L..... 8
Rennie Seed Co. 11
Rock City Tobacco Co..... 53
Root Canadian House 52

S

Shidznoka Ken Tea Guild.... 13
Smith & Proctor 12
Star Egg Carrier & Tray Mfg. Co. 9-56

T

Taylor & Pringle 15
Thum Co., O. W. 52
Tomlinson & O'Brien..... 2
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Walker, Hugh, & Son 48
Watson & Truesdale 56
Wayne Oil Tank Co. 9
Webb, Harry 56
Wethey, J. H., & Co. 49
White & Co. 49
Woods & Co., Walter 51

The Latest Recruit

Amongst the last recruits to join the now famous high flying squad, of the Grocery Business Army, is Spices.

Its enlistment is chiefly due to the strong arguments put up by Ship Shortage, Freight Rates, and Lack of Spot Stocks, whose activities have done more for the recruiting of this division than any other elements.

As a result the market is very unsettled. Prices have gone up rapidly and will continue to rise. We should see some record prices before long.

He who hesitates is lost.—So lose no time, and anticipate your requirements for at least three months.

We offer to-day under our well-known "VICTORIA" Brand the following guaranteed Government Standard, Pure Spices:

Allspices,
Cloves,
Cinnamon (Cassio)
Cayenne,
Cream Tartar,
Ginger, Jamaica,
Curry Powder,
Mace,
Nutmegs,
Pepper, Black,
Pepper, White,
Pickling, Whole.

In 30 pounds Galvanized Iron Pails
" 10 " White Enamel Tins
5 " " " "
5 " " Glass Jars
Net Weight.

These are good sellers, because of quality of the goods and appearance of the package.

We pay freight on all orders of 100 pounds of the above spices.

Get our prices.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

MONTREAL

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all huying points in the potato helt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

A want ad. in this paper will bring replies from all parts of Canada.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

One Inch Space
$1.00 Per Issue
on Yearly Order.

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together huyer and seller, and enables them to do business though they may he thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Accumulative profits

are more important than the profit on an individual sale.

Accumulative profits are obtainable only by selling your customer goods of undoubted superiority.

The reputation for quality built up by the Malcolm Lines of Condensed Milk and Coffee is everywhere producing growing sales and increased profits for dealers.

You can safely recommend the Malcolm Line to every customer.

Send in your order to-day. We deliver in 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs. Note our prices:

St. George Brand Coffee, 2 doz. in case	$4 80
St. George Evaporated Milk, 4 doz. in case	3 60
Banner Condensed Milk, 4 doz. in case	5 25
Princess Condensed Milk, 4 doz. in case	4 50

The Malcolm Condensing Co., Limited, St. George, Ont.

FIVE ROSES FLOUR

PASTRIES

PUDDINGS

DON'T MERELY SAY "FLOUR"
SAY
"FIVE ROSES FLOUR"

The only flour publicly and unreservedly guaranteed not bleached—not blended.

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage La Prairie

Daily Capacity—27,400 bags of 98 lbs.

Featuring—Opportunities in Cigars; Selling Lenten Goods

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MARCH 17th, 1916 No. 11

EDDY

ESTABLISHED A.D. 1851.

A Household Word in Canada To-day!

AS a result of 65 Years' experience in the Match Making Business and a Public Taste developed through judicious Advertising—plus specially selected Lumber, Easy Striking Qualities, and a Clear, Steady Flame—

—: EDDY'S :—

"SILENT PARLOR" MATCH

is the Public Favourite. To back the Favourite in this case is to Win.

SEE TO YOUR STOCKS, Mr. GROCER!

ERIN'S

Sons, and every Mother's Son, - prefer -

EDDY'S

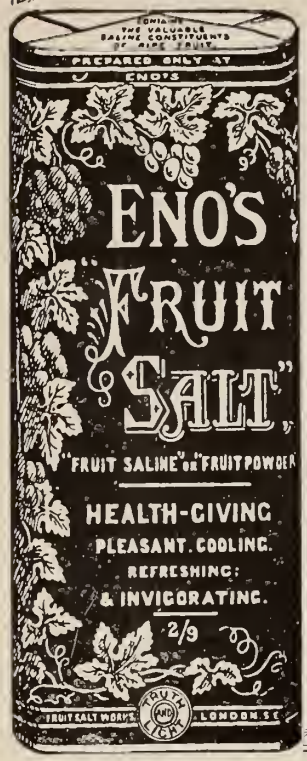
MATCHES.

Every Stick a Match— Every Match a Sure Light.

See Our Washboard Ad. Page 9

A Better Substitute for Zinc

Every Grocer Should Sell the Original and Only "Fruit Salt"



Stock it and show it—you'll be sure to reap the benefit of the demand we are creating through our extensive consumer advertising.

Co-operation is the secret of successful business, so why not "cash in" on the money we have spent and are spending throughout Canada in newspaper publicity by doing your share in supplying the demand, by arranging a natty display of Eno's "Fruit Salt" on your counter or in your show window to-day.

Replenish your stock now—push Eno's.

J. C. ENO, LTD., "FRUIT SALT" WORKS

LONDON, ENGLAND

Agents for Canada:—Harold F. Ritchie & Co., 10-14 McCaul Street, Toronto

ENO'S "FRUIT SALT"

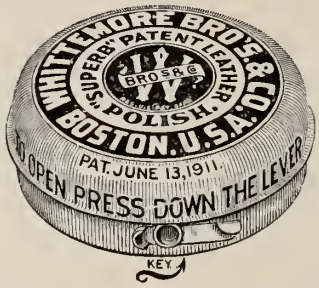
is very effective in the treatment of Colds. By helping the organs of excretion to eliminate the noxious substances from the blood, Eno's "Fruit Salt" assists Nature to bring about a speedy cure. It is most refreshing as a cooling beverage and is unsurpassed for quenching thirst.

Order a bottle TO-DAY from your dealer.

Prepared only by
J. C. ENO, Ltd., "Fruit Salt" Works, London, England

Agents for Canada:
Harold F. Ritchie & Co. Ltd., 10 McCaul St., TORONTO

"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY and EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastés (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

The Housewife Is Interested In SUGAR

Mr. Grocer, the Housewife to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the "LANTIC SUGAR" advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally of an inquiring turn of mind, she asks herself, "What is this new sugar —is it better than what I have been using?" Mentally, she is already comparing sugars.

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madame is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. LANTIC advertising has done its work.

The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."

Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products.

Now that Mrs. Housewife has the genuine LANTIC SUGAR, she immediately puts it to every conceivable test possible for the sake of comparison. The results are she finds that Lantic Sugar dissolves instantly in her tea or coffee—No waste.

Lantic Sugar is just ideal for making cakes, pies and puddings, because in making a batter, it mixes easily—No effort.

Lantic Sugar serves her as an all-purpose sugar. Can be used for cereals, fruits, etc.—No other sugar needed.

Let us send you a trial order of Lantic Sugar, in cartons or bags, through your wholesaler.

Atlantic Sugar Refineries Limited, Montreal

Another Drive Until the 1st April

Little Chief Tomatoes

3 lbs. $1.05

Net 30 days, Ex Warehouse, Montreal

Hudon, Hébert & Cie, Limited, Montreal

Borden's

The Popular Milk Products that most people buy

Leaders of Quality

Made-in-Canada

Borden Milk Co., Limited
MONTREAL

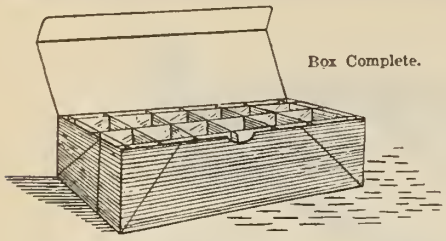
Branch Office: No. 2 Arcade Building, VANCOUVER, B.C.

It is many years ago now since the Borden Standard of Quality was first instituted—the incomparable Borden Quality that so quickly merited the approval of the consuming public, and that has ever since retained the confidence then created.

We have educated the public in the knowledge that the Borden Milk System is a positive guarantee of absolute purity and that each and every Borden Product is as perfect as human ingenuity can make it. Hence the demand for Borden's is ever on the increase, and Borden dealers find our lines move rapidly with little effort.

If you have never yet sold Borden's you should put these claims to the test by ordering a trial supply. We are perfectly confident that the results will be such as to warrant you increasing your order next time.

A Borden display pulls results worth while.



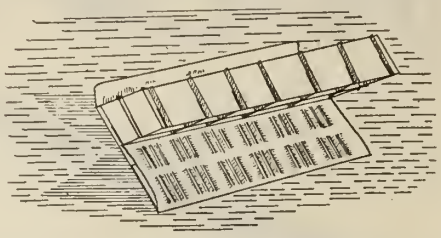
Box Complete.

The Safety Cushion Egg Box

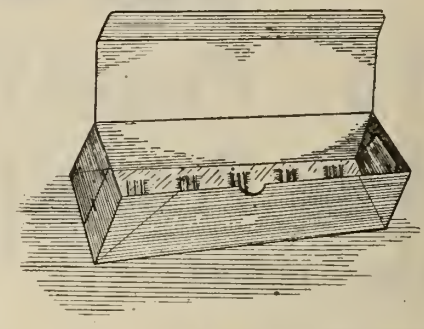
The box of **merit, quality, strength** and **superiority** over all other egg boxes—a box which has **gained a reputation** for itself by which we can prove by letters of recommendation from **experts of the highest authority** in the poultry line as a box of **hundred per cent. efficiency. The cushion bottom** which protects the eggs in delivery and general handling is **a feature in itself; it warrants the safety** in receiving them in perfect condition; another feature is the **cushioned side and ends.** We have made a special study of every point offering the best protection to the eggs, so it makes a box which guarantees its own cost.

This is a **self-opening box,** overcoming the cost of labor in making up the box, and always ready for use. Whoever you are, wherever you live, **you need the new 1916** most practical egg box.

Patented in U.S.A. Canadian Patent pending.



Box Knocked Down, with Fillers Included.



Box Open, Showing Part of Cushion Bottom.

J. Ls. Morency, St. Mathias St., Quebec, Canada

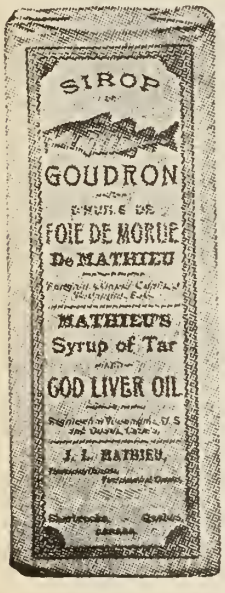
Manufacturers of all kinds of folding and set-up boxes.

REPRESENTATIVES: For Montreal—Mr. John R. MacGregor, 59 St. Peter St., Montreal, Que. Maritime Provinces—T. S. Pattillo & Co., Ltd., Truro, N.S. Province of Ontario—The James Wilkins Smallware Co., cor. West Market and Colborne St., Toronto, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup

of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*

SHERBROOKE, QUE.

Supply The Demand

which advertising in magazines read by many of your customers has created for

Sani-Flush

Cleans Water-Closet Bowls

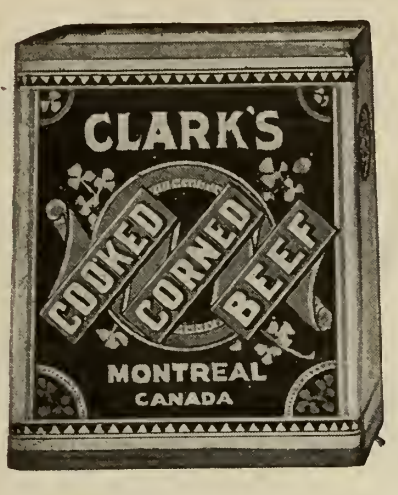
You will see that housewives are acquainted with its merits when you display it in your store. Women know the drudgery of cleaning toilet bowls—they are glad to find an easy and inexpensive way to do this work. *Sani-Flush* solves a serious problem in the modern home.

You can open a new source of profit by making it accessible to your customers.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

CLARK'S COOKED CORNED BEEF



Sizes

½, 1, 2,

6 and 14

The goods you want, Mr. Grocer, are the goods that "SELL."

The QUALITY and REPUTATION of Clark's Cooked Corned Beef will make you more SALES, and more friends than any other.

THIS IS THE TIME TO BUY

W. CLARK, Limited, Montreal

Clark's

LONDON GROCERS' PURE FOOD SHOW

ONE WHOLE WEEK

APRIL 24-29th

The most elaborate show of its kind ever attempted

A Great White Way

A number of good spaces are still open.

Phone, Wire or Write R. H. HARLEY, Sec.

You Can't Go Wrong

You can't go wrong in doubling your order for O-Cedar Polish. All the year round, but particularly during spring housecleaning, O-Cedar Polish is used by every housewife in every part of the house. You only need to display

O-Cedar Polish
(MADE IN CANADA)

to get the sales. Our national advertising campaign has made it familiar to every woman. She uses it on her woodwork, on her floors, and on all furniture. She knows what it will do and will have no substitute. Write your jobber to-day and **ask him about our Profit Deals to Dealers.**

Order from your Jobber.

Channell Chemical Co., Limited, 369 SORAUREN AVE., TORONTO, CANADA

FURNIVALL'S

FINE
SEVILLE ORANGE
MARMALADE

Now Selling
FURNIVALL-NEW, LTD.

AGENTS

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

Welch's

"The National Drink"

Little Miss Welch will smile out at thousands of magazine readers all through the Dominion.

Her cheery countenance, together with that of Master Welch, will as a feature of our new window advertising make countless new friends for Welch's and customers for you.

Your jobber can supply you.

THE WELCH CO., LIMITED

St. Catharines, Ont.

How will Lent affect your business?

Will the close of the Lenten weeks find you with a better lined cash drawer as a result of the increased demand for sea foods? Now is the time to decide.

Much of your success in securing a worthwhile share of this profitable trade will depend on the kind of sea foods you handle.

Brunswick Brand Sea Foods

by their unimpeachable quality, have long ago established themselves in the estimation of the lovers of palatable, wholesome sea foods. And the profit derived from the sale itself is not the only advantage gained by selling Brunswick Brand. The increased customer-confidence that their goodness will create for you will make itself felt in a bigger all round turnover.

You should get ready now for the Lent trade. A supply of Brunswick Brand in your window or sales counter will bring the dollars your way. **Write to-day.**

Connors Bros., Limited
Black's Harbor, N.B.

Household Brushes

You will appreciate handling a line of brushes that bring you repeat business. That is the way with

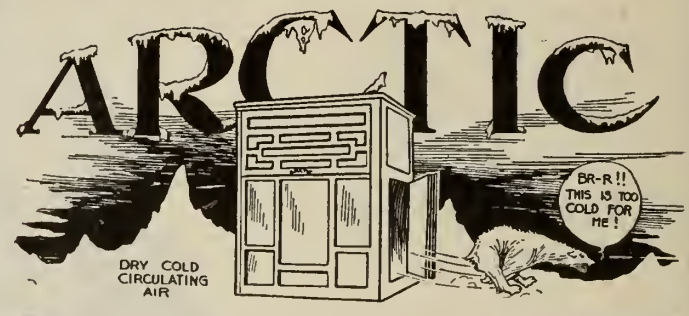
"KEYSTONE"

brushes. The woman who buys a "Keystone" floor brush or shoe brush, or whatever it may be, recalls the fact that the brush kept its bristles remarkably well—and she will ask for the "Keystone" Brand whenever she needs a brush or broom.

For prices, etc.

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



Cold! Br-r-r!

Yes, the dry, cold circulating air of the **Arctic Refrigerator** is just as cold and as dry as any Arctic breeze. That is why provisions kept in the Arctic are always fresh and always appetizing.

Splendid facilities for effective display are provided for in the front case. This point taken in connection with its very attractive appearance makes the Arctic Refrigerator a splendid sales producer.

Our catalog tells you all about the complete Arctic line.

May we send you a copy?

John Hillock & Co., Limited
TORONTO, ONT.

Successful Merchants

invariably buy

GIPSY

Stove Gloss

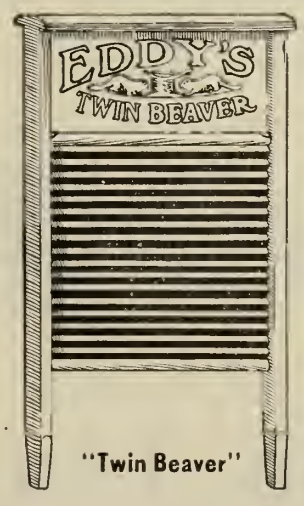
Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver.

AN INTERESTING ADDITION
TO THE
"Eddy" Washboard Family

INDURATED FIBRE WARE



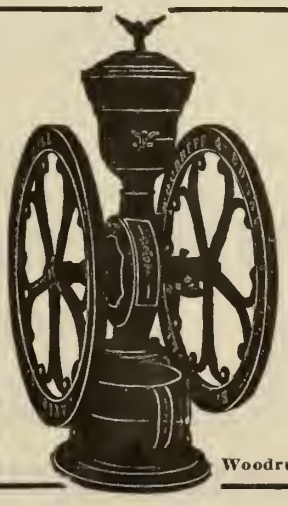
"Twin Beaver"

Have you seen it, Mr. Grocer?

THE E. B. EDDY COMPANY
LIMITED
HULL CANADA

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER



You need this machine in your store

You will begin to make better profits on your coffee sales when you enlist the services of

THE ELGIN NATIONAL COFFEE MILL.

Its new style force-feed and steel-cutting grinders make FASTER GRINDING at LESS COST a certainty. A mere turn of the adjustor and the coffee is ground in any grade your customer wishes.

Let the Elgin increase your profits. Send a card for free descriptive booklet No. 24-C. The best Canadian jobbers handle Elgin Nationals. Ask your jobber for prices.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

Where Quality Is Appreciated

When the chops are sizzling over the gas range

Made in Canada

The first thought of the good housewife is to see that there is a good catsup on the table. She remembers how all the family enjoyed their last chop supper when E.D.S. Catsup was served. Her grocer recommended this Catsup and since then her family look for the E.D.S. bottle on every excuse for catsup being served. E.D.S. Catsup is made from sun-ripened, full-flavored tomatoes, high quality vinegar and spices. The purity and the delicious "twang" of E.D.S. Catsup are due to the care of picking and handling through each stage, until the catsup is finally put up in sterilized bottles ready to be served.

Are you featuring E.D.S. Catsup? Repeat sales will result from a recommendation. Display E.D.S. Catsup and recommend it to your customers.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Different Tastes

So many consumers vary in their preferences; some prefer fine grain granulated; some a large bold grain, and others a medium sized grain.

St. Lawrence

Diamond Granulated

is the only sugar sold in three sizes, always uniform. You can secure any size grain your customer prefers.

MERIT WINS

If any evidence were required that MERIT wins, one need but consider the case of

Shirriff's TRUE VANILLA

Here is one of the conspicuously high-class products of the grocery trade, and it has been the leading seller among vanilla extracts for years. The point might be made here that it adds to a grocer's reputation to specialize on high-class lines, besides paying him good profits.

Imperial Extract Co., Toronto

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

SYMINGTON'S

(Regd. Trade Mark.)

COFFEE ESSENCE

SPEEDS SALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

"Cow Brand" success is never doubted

Housewives have absolute confidence in the baking results when they use **Cow Brand Soda.** For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT
Limited

Manufacturers
MONTREAL

When buying

MOLASSES

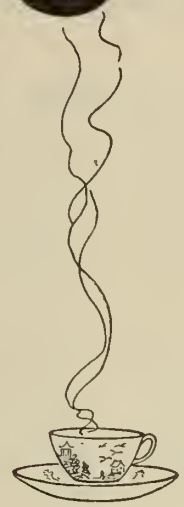
do not forget to specify that it must be

DA COSTA'S EXTRA FANCY

the leading brand of Barbados Molasses.

Price is no higher than for other brands.

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

The consumer advertising campaign which we are featuring in Canada's leading papers is creating a demand for Japan Tea which is making cash registers ring throughout the Dominion.

Your customers too will appreciate the delicious, wholesome flavor of this natural green leaf.

Stock it to-day and note results.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

One Inch Space
$1.00 Per Issue
on Yearly Order.

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- **Cultivation and Preparation.**
- **Commercial Classification and Description.**
- **Adulteration and Detection.**
- **Art of Blending, Preparing, etc.**

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you post-paid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

RED ROSE WINS

So many merchants seem to appreciate the quality and true value of Red Rose Tea more than they ever have before—seem to realize that the quality of a pound of tea depends on the price they pay almost as much as the quality of butter or flour depends on the price, and they feel safe in recommending a tea that has *made good*.

This is, of course, as it should be. In quality—real value—is *where Red Rose always wins.* Nothing but quality will stand the rude jolts of unfavorable market conditions and unfair or reckless competition.

T. H. Estabrooks Co., Limited
7 Front St. E. **TORONTO**

Tell Your Customers

that you have molasses of the highest grade.
Serve them

Leacock's Molasses
Extra Fancy and Extra Choice

Experience has shown you that a reputation is built by handling a popular brand that gives entire satisfaction.
You can build a reputation for knowing your customers' desires by keeping a supply of Leacock's

Extra Quality

Made from the purest cane sugar and absolutely guaranteed.

Leacock & Co.
Exporters of highest grade Molasses
BARBADOS, **B.W.I.**

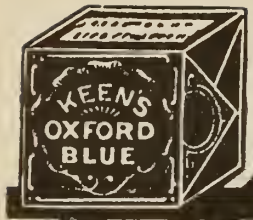
This is our latest "Special"

and original design, manufactured and installed early in 1915, and every week since.

—the very newest idea in BUTCHER REFRIGERATORS. It has Cold Storage Door and Cold Storage Windows, with regular rubber gasket applied, making refrigerator absolutely airtight.
The display front has a white porcelain interior, which adds to its attractiveness and guarantees perfect cleanliness.

GET FULL PARTICULARS.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE **TORONTO**



Keen's Oxford BLUE

—the blue of the century

displayed on your counter will produce results in keeping with its high standard of quality. Your customers already know Keen's Oxford Blue. Keep it before them and reap big returns from Keen's popularity.

CANADIAN AGENTS

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Thousands of dollars have been spent telling the public about Chase & Sanborn's High-Grade Coffees. Thus we spare no effort to bring the trade to your store, trade that is usually worth having.

CHASE & SANBORN
Montreal

CANADIAN GROCER

VOL. XXX TORONTO, MARCH 17, 1916 No. 11

Cigar Trade Passing to the Grocer

As the Prohibition Movement Widens Fewer Cigars Are Going to Be Sold Through the Hotels —This Gives the Grocer Who Has Cigar Department a Great Opportunity — Many Provinces Going Dry

IT'S an ill wind that blows nobody any good.

The agitation regarding prohibition has come to a head in several provinces in Canada of late and as far as one may judge from the premises prohibition in Ontario will be an established fact in the near future. The rest of Canada will follow suit, except such parts as have already taken the step towards making their respective provinces dry. Manitoba, Saskatchewan, Alberta, and a majority of districts in the Maritimes are already "dry."

This movement is bound to have some significance for grocers, and not the least will be along the lines of assisting the grocer to make money on lines which the hotels had as side lines. Reference is made more particularly, at this point, to tobacco and cigars.

Take the case of the average hotel. The sale of cigars and cigarettes, but particularly cigars in hotels in Canada had become quite a large item. It has, in fact, meant a good deal to the manufacturers of cigars, so much so that one of them chatting with the writer, the other day, admitted that he had two travelers who did nothing else but work hotels. This gives some idea of the importance which the cigar trade has come to have in hotels, which were primarily ordained not to sell tobacco or cigars at all, but drinks.

A Trade Going Begging

What will become of that trade which hotels have been doing as a side line in cigars and cigarettes, but particularly cigars, as prohibition increases? Who is going to get it? It is to be had for the asking and the grocer should seize the opportunity and build upon it a large trade. Prohibition, then, means to the grocer, among other things, an increased revenue due to the much larger and more extensive sales to be had in cigars and tobacco.

Consider the case of the ordinary hotel. It is true that few men go in the hotels in a town for the express purpose of buying a cigar. Usually a cigar is an item bought and paid for when the prime object of the man's entering the hotel has been gained; in other words, a cigar is usually bought in a hotel by a man who doesn't want a drink.

It is true enough that the hotels unquestionably do a large trade in cigars and cigarettes in this way and this means that though this trade is to the hotels an accessory, it has become a powerful one. Supposing prohibition becomes nation-wide. Amongst many large questions which will have to be considered in this particular is the one—What will be done with the old hotels?

What Will Become of Hotels?

It will be foolish to suppose that many of them, or even a large percentage of them would remain in business as temperance hotels. This refers more particularly now to saloons in larger towns and cities. Soon they may close altogether; supposing the majority of hotels which are not actually used as places where travelers stay, should be closed down, the trade to be had in cigars and cigarettes will be going begging. Balance up against this the knowledge that at present, in smaller towns particularly, every grocery store carries tobacco and cigars. Very often there is not—in these small towns—an exclusive cigar store. Even if there is, the grocery stores in the town manage to derive a good deal of business from the tobacco end. It is as likely as not that if a woman goes into a grocery store to buy comestibles she may also have been asked by her husband to bring home some cigars or tobacco. Or again she may see cigars in a case in the grocery store where she is buying groceries and decide to take them home. With this condition already reigning in nearly all small towns and becoming increasingly prevalent in larger towns, is it not reasonable to suppose that **if the grocery trade gets out and hustles after it, it can secure a large portion of the trade at present done in cigars in hotels?**

The way for the retailer to look at it is this: somebody has got to have that trade if the hotels go out of business. Why shouldn't the retailer have it? Nobody is, presumably, in business for their health, and if the grocer gets out after it he is just as much entitled to it as the exclusive cigar store man.

Refer back for a minute: the thought to be kept in mind is that in the average small town—that is to say towns where there are a couple of thousand people—there is not an exclusive cigar store. At present most business as is to be had in tobacco and cigars goes to the grocers. If hotels go out of business the last competitor of the grocer in such a town would be removed.

This is a question which the retailer should earnestly consider for himself. It is a fact that at present the average retailer in a fairly large town or small city does not carry any tobacco or cigars. Where you may find one who does, you probably find half a dozen who do not. What does this mean? It means that it is just so much money wasted, inasmuch as it is money not used. This condition has existed for so long, despite different attempts to rouse those retailers who do not handle cigars and tobacco out of their lethargy that some special spur is necessary. Here is the spur, then. The probable outcome of the prohibition

movement should be the unanswerable reason for the grocer in this regard. He has a real opportunity here. He should be thinking about it, considering it from the view of his own particular store and clientele, devising ways and means by which, should he adopt it, it might be made a paying department in his store, and, in short, getting ready to seize the opportunity, when the opportunity definitely presents itself.

It's Up To You

In a way, of course, that opportunity presents itself right now and has been doing for years, but it is doubled and trebled and magnified in size immeasurably by the prohibition issue at present at stake. As the latter passes, the opportunity for the extra sale of cigars and tobacco at grocery stores will become near and vital. What are you, personally, going to do about it? Does it not seem good-sense that if the man who had this trade before be definitely removed from your town or city the trade will go begging and will be there for anybody else who cares to be venturesome enough to pick it up?

There will be more articles along this line, which will deal with the selling end of tobacco and cigars in the grocery stores from time to time. Meanwhile, this article is written with the motive that the retail grocer as a whole would consider whether or no they are at present neglecting chances, and also that those chances will be magnified, in all probability, in the near future.

Net Profits 3 and 6%

What Figures of a Grocer Operating Two Stores in San Francisco Show—Gross Margins Total 24.10 and 22.89 Per Cent.

THE Grocers' Advocate of San Francisco, Cal., prints an interesting article on the cost of doing business of a grocer in that city operating two stores. Not long ago Canadian Grocer went into the same question, submitting figures from various retailers. The Advocate says:

These figures are supplied by what may be termed average San Francisco grocery stores doing a business between $2,000 to $3,000 a month. Salaries for proprietors are included here, as they should be basing their salary on what they would have to pay an outsider for like work.

The retailer in question is not a bookkeeper, but has found the detailing on these expenses very simple. Anyone interested can get sample sheets free or a full set to last one year for 50 cents, by applying to the Bureau of Business Research, Harvard University, Cambridge, Mass.

	Stores 1 %	2 %
Gross Profit on Merchandise..	24.10	22.89
Buying Expense:		
Salary	1.12	.46
Other buying expense	0.21	.22
Total buying expense	1.33	.68
Selling Expense:		
Salaries	7.61	5.04
Advertising	0.36	1.82
Wrapping, etc.	0.27	0.18
Total Selling Expense	8.24	7.04
Delivery Expense:		
Salaries	1.98	2.01
Other delivery expense	1.37	1.51
Total delivery expense	3.35	3.52
Management Expense:		
Salary	1.12	0.46
Office supplies, etc.	0.15	0.04
Total managing expense ..	1.27	0.50
Fixed Charges and Upkeep Expense:		
Rent	2.69	1.63
Light	0.36	0.21
Insurance	0.14	0.09
Taxes and license	0.15	0.13
Repairs	0.02	....
10% deprec. of fixtures, etc...	0.39	1.07
Total fixed charges and upkeep expense	3.75	3.13
Miscellaneous Expense:		
Telephone	0.30	0.34
Ice	0.19	0.14
Other miscellaneous expense..	0.41	0.28
Total miscellaneous expense	0.90	0.76
Losses from bad debts	0.70	0.28
Total expense	19.54	15.91
Interest on capital	1.12	0.70
Net profit	3.44	6.28
Total profit (gross)	24.10	22.89

Annual stock turnover, 9 8-10 times.

FREIGHT ON MIXED CARS

G. E. McIntosh, Transportation Agent, Ontario Fruit Growers' Association, has made the following announcement re rates on mixed cars of fruits and vegetables for 1916:

"In former seasons, the mixing of vegetables with fruit and billing same at fourth class rate in carloads to Ontario points, although permitted in some instances was not authorized by a tariff, and the shipper was leaving himself liable to prosecution when distinction was not made. Complaint was made to the Railway Commission, and referred to the Canadian Freight Association, which body consented to allow the mixing privileges on carloads. The need of extending this to 10,000 lbs. shipments was presented and Mr. McIntosh was advised to February 4, that a tariff would be made effective June 1st, 1916, providing for fresh fruits, melons and green vegetables in mixed carloads.

In lots of less than 10,000 lbs. 1st class.
In lots of 10,000 lbs. or over . .2nd class
C. L. minimum weight 20,000 . .4th class

The above privilege, the fruit men claim, will greatly facilitate the shipping of mixed orders, and will be a decided advantage in other ways.

STAFF GATHERING CANADIAN SALT CO.

The staff and heads of departments of the Canadian Salt Co., Limited, Windsor, Ont., held their tenth annual dinner recently. They had as guests from a distance Mr. Gibbs, of Philadelphia; Mr. Cliff, their Toronto representative; Mr. Tilton, agent at St. John, N.B., and their traveling representative, Mr. McMannus.

Besides these guests there were present, C. A. Smith, president, and T. C. Ray, secretary of the board of trade; Gordon M. McGregor, representing Ford; Mayor Maisey of Sandwich; Collector of Customs Dr. Smith; Jas. Anderson, of the S. W. & A; F. M. Scarff, manager of the Merchants' Bank, and W. C. Kennedy.

A toast list of some length, interspersed with songs, contributed to a most enjoyable evening.

The speeches were all congratulatory of the company's development the past few years. Those who responded, besides the four out-of-town guests, were F. M. Scarff, Mayor Maisey, Jas. Anderson, G. M. McGregor and T. C. Ray.

For the company the chairman, President E G. Henderson, Geo. M. Duck, John Gall, of the office staff, responded, while the mechanical department was represented by Messrs. Mailland, Conabear and Morton.

President Henderson gave some statistics in regard to the growth of the two plants— the salt plant and the chemical plant. Twenty years ago there was paid out in wages $1,700 monthly, while last year's monthly pay roll was about $15,000. The value of packages 20 years ago was $1,400 monthly; last year they amounted to $16,000 a month.

The amount of money distributed last year among the merchants of Sandwich, Windsor and Walkerville amounted to the neat sum of $100,000.

The day men received a bonus of 6 per cent. and the monthly employees 5 per cent. of their wages. Mr. Henderson said his aim was to pay the employees in future a bonus equal to that given the shareholders.

The president predicted that in ten years their chemical plant at Sandwich would be the largest in the British Empire, and this despite the fact that they were not making war munitions.

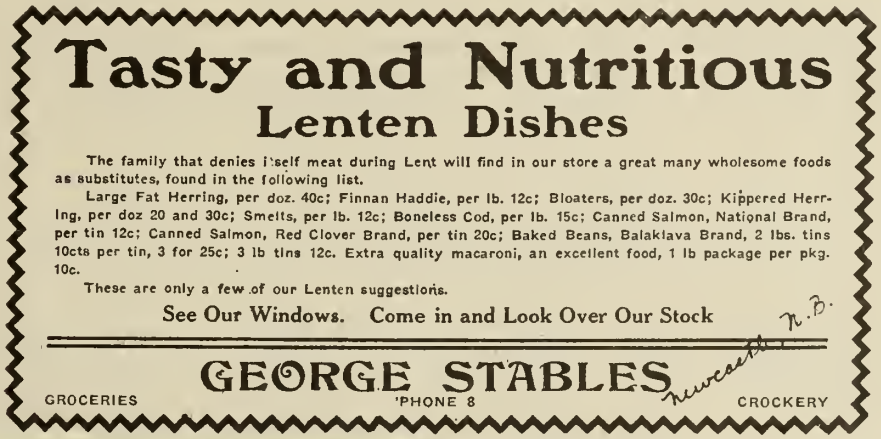
Advertising for Lenten Business

Samples of Newspaper Ads. Used by Three Grocers—Suggestions in Addition to Fish That Will Appeal to the Housewife—Now the Time to Get This Business.

A YEAR ago George Stables, of Newcastle, N.B., Taylor Bros., Medicine Hat, Alta., and R. Snowden, Bowmanville, Ont., used the accompanying newspaper advertisements to get Lenten business. As we are now in the midst of this season again, this is the opportune time for the dealer to get after this business for 1916. Three or four weeks hence will be too late. The Lenten season will be over and goods will be left unsold that should have been disposed of while the demand was here.

While all religious denominations do not observe this season, some of them do, and in some communities this is a big factor. When one thinks of Lent, he usually associates fish with it. Here in itself is an avenue for good business on the part of every grocer in the community where Lent is more or less observed. There are various kinds of fresh, frozen and salt fish which should be displayed during this season, as well as canned salmon, sardines, kippered herring, canned lobster, etc. There are many people, too, particularly in the grocery business, who forget that there are other splendid Lenten lines apart from fish. These include baked beans, canned vegetables, macaroni, and from a dessert standpoint, rice. Baked beans is one of the best substitutes for fish. They are nutritious and economic; the same applies to macaroni. Many people appreciate a dish of steaming hot canned tomatoes, and when one considers that a meal for four or five of a family can be secured for 13 or 15c, this is surely an economical food.

The time to go after this business is right now. It will be too late when the season is over. It should be remembered that women appreciate menu suggestions at all times, and during the Lenten season it is sometimes difficult to think of changes, apart from one or two of the most important lines. It is up to the grocer to supply the necessary information, and if he does he is sure to get new business.


Tasty and Nutritious
Lenten Dishes
The family that denies itself meat during Lent will find in our store a great many wholesome foods as substitutes, found in the following list.
Large Fat Herring, per doz. 40c; Finnan Haddie, per lb. 12c; Bloaters, per doz. 30c; Kippered Herring, per doz 20 and 30c; Smelts, per lb. 12c; Boneless Cod, per lb. 15c; Canned Salmon, National Brand, per tin 12c; Canned Salmon, Red Clover Brand, per tin 20c; Baked Beans, Balaklava Brand, 2 lbs. tins 10cts per tin, 3 for 25c; 3 lb tins 12c. Extra quality macaroni, an excellent food, 1 lb package per pkg. 10c.
These are only a few of our Lenten suggestions.
See Our Windows. Come in and Look Over Our Stock
GEORGE STABLES
Newcastle N.B.
GROCERIES
'PHONE 8
CROCKERY

LENTEN SEASON SPECIALS
We have a very fine stock of canned fish for the Lenten Season. We mention a few Specials below, but if you want something special not mentioned here, call us up anyway, for it is more than likely we have it. Will you try a phone order to-morrow morning?
"ACADIA" BONELESS CODFISH—Very fine quality, nicely packed. Per two lb. box 40c
Or two boxes for 75c
FINEST SOCKEYE SALMON in "Sovereign" brand, per tin 25c
"CREST" BRAND SOCKEYE FRASER RIVER SALMON Per tin 20c
FISH BALLS in fish bouillon; may be fried or used with various sauces in which the bouillon may be used. Per tin 20c
"KING OSCAR" SARDINES, or "Crossed Fish" brand in purest olive oil, fine quality, per tin 15c
Or 7 tins for $1.00
"CROWN BRAND" SARDINES in olive oil. Fine, tasty sardines; 2 tins for 25c
DEEP SEA CRAB, extra fancy, finest quality; per tin 25c
Lettuce, Radish, Green Onions and Cucumbers Fresh Every Morning.
Taylor Bros.
Medicine Hat
"FINE GROCERIES"
SECOND STREET. TWO PHONES—2131 AND 2151.

Nutritious Lenten Dishes
THOSE who abstain from eating meats on fast days during Lent are looking for wholesome foods to take their place. We have just gone over our stock and selected a number of lines which we can offer as the very best of substitutes. Our shelves are filled with a selection which you will agree is worthy of your closest inspection. Include some of the following in your next order
FISH—The old reliable Lenten food—tasty and nutritious. A new supply just in. Make your next dinner out of herring, halibut, salmon or finnan haddie. Per lb..... ....12½c
CANNED SALMON—One of the most nourishing of all fish foods; can be served in many tasty ways. ...Small tin 12½c; large tin 25c.
BAKED BEANS—No better substitute for meat. Place the can in boiling water for a few minutes and you have a delicious, warm, wholesome food. Per tin 5c
CANNED VEGETABLES—It's a long way to harvest time and new Canadian vegetables. Vegetables in tins are canned when fresh and our good quality brands retain their fresh field flavor. Tomatoes, corn or peas—any one of them makes a fine meal when heated.
MACARONI—This food is made entirely from wheat—what better recommendation could it possess as a food of high value? Boiled alone or with cheese it is a wholesome dish. It can be served in many other ways. Try a package..... .....Per lb. 15c
RICE—There is no more nutritious dessert on the market than Rice. In fact, it is a staple food of more than half the population of the globe. Eat rice during Lent and plenty of it.
Rd. Snowden
Next Door East
L. Morris & Son's

Three specimens of Lenten advertisements that should suggest similar use of newspaper space this year.

Buying, Selling and Financing

These With Practical Accounting Considered the Three Great Departments for Close Attention On Part of the Retailer—Watch Trade Papers for Markets—Treat the Traveler Right

By Chas. E. Lone, Port Arthur, Ont.

IN the issue of February 4, of Canadian Grocer, there was a simple, practical accounting system for retail grocers. Now the other branches in merchandising are three: Buying, Selling and Finance. Let us look at the buying.

Nine times out of ten the retailer is his worst enemy. Let us be frank and say ten times in ten. Too long the idea has prevailed that running a grocery store was buying a bag of sugar adding so much and selling again. This is an age of specialties and he who does not specialize is left in the rut. The successful retailer to-day is one who knows his business from sales slip to next year's potato crop. He knows the trend of the markets. He sees a month, a year, a score of years ahead. Markets are no gamble to him. Trade papers cover every line fully now and still how few are guided. Since that fateful day in 1914, many lines have doubled and trebled in value. Some grocers made money. They took advice of someone who had specialized in the markets. They were alive to the trend of trade.

The grocery salesman can put you right if he is a salesman. That's his business. Are you working him? Have you made a friend of him? Does your treatment of him put him under an obligation to you? If not now is the time to start. You're likely missing a lot of his good things.

Of course the procession of salesmen, each taking his quota of time, sometimes grows monotonous. Yes, indeed, but the real salesman (specialist) is a real friend. Take him to you. He can make you money. This refers to the grocery traveler. The specialty man is different entirely. He takes time but though you may not want his line now you may need it badly later. He is entitled to courtesy anyway, and often time alone can judge his line.

To-day, however, markets are the biggest feature in the retail grocery trade. One hour a week spent in studying market reports which are available to all through trade papers will pay handsome dividends. Are you a grocery buyer or just storekeeper?

The Importance of Selling

Now for the selling—the most abused profession of all. Your quality, quantity and service! Are they right? Do they balance? If not better stop now. Business to-day is the survival of the fittest and he who fails in any of these three is lost.

The quality house now is the progressive house. We have seen the demand change from cheap bulk goods to the expensive (comparatively speaking) package lines. The retailer is blamed for the increased cost of living, but it is not so. The consumer demands it. So know quality, give quality and advertise your quality and the world will come to you—if your quality is fair.

Business to-day has no place for highway robbers. They belong to the past age. People demand quality now more than price, but the exorbitant Shylock kind of grocer is a fool. The grocer is entitled to a fair profit, no more, no less, and he must exercise great care to see that he gets it. So with his quality and price right what remains.

Service Is the Lifeblood of Business

Service is the lifeblood of business. Service begins in the buying. Service goes through the accounting end and service must permeate the whole establishment. One deliveryman can drive away more business than the rest of the staff can gain working at top notch. Are your drivers popular with your trade? Take a look. They are mighty important men in these days of telephone buying.

Is your store arranged for service? Are your clerks salesmen or waiters? Are you, Mr. Proprietor, training them and leading them up to better business ideals? Is your trade receiving that nice smooth courteous attention that leaves its feeling kindly toward you? Do you think they are boosting for you? Are you making them feel that they like to come into your store and see the goods and take away more than they came for?

If not paste the word service in your hat; spell it backward, forward; sleep on it. Live it and the truth of Sheldon's adage: "He profits most who serves best," will come home to you greatly. Know your goods. Know them so thoroughly that you can give a fifteen-minute stream of information on any line from ammonia to yeast. Know your trade and know your business and bend every effort to the advancement of it. The profit will only equal the effort put into it. So really it is only a question of careful study of the needs of the business plus the intelligent application of remedies. Every unit of the business must work and be always at work for more business better business.

Watch the Accounts

And now as to finance. We've had all kinds lately from shoestring to frenzied; but how much we have yet to learn? The grocery failures during the past two years have been out of the question and 90 per cent. of the trouble has been uncollectible book debts. Why is it that we will presist in throwing away so much good money?

We presume that at the inception of the business the capital was sufficient. Then if the buying is rational—that is buying sufficient for needs or if there is money to invest buying ahead on favorable market—there should be no cause for worry. But the average grocery store carries 40 per cent. more stock than it needs. Clean out the slow goods. There is no money in them. Keep your stock turning. Take a lesson from the banana man who turns his stock two or three times a day. Bring your stock down to your needs and see the capital it releases. How is your turnover compared to last year, and how many times did your stock turnover? It's a good comparison.

As to granting of credit. Have a system. Here is one:

NAME—John Jones
ADDRESS—240 Simpson St.
WORKS—Bailey & Barnes.
AMOUNT OF CREDIT (limit)—$25.
WILL PAY ACCOUNT—17th following month.

Let the customer fill it out himself. Now you know where he works. He has asked for credit up to $25. When that amount is reached he cannot take exception to a personal or telephone call regarding his account. Similarly he agreed to pay on the 17th of the following month as he gets his check on the 15th. There must be something exceptional if payment is not made in accordance with his own arrangement. A call therefore, is quite in order, and should bring results. If not, judgment must be used. If doubtful cut him off. The worry you have over doubtful accounts can be turned to better account. This is the wholesale system. Why not a retail one too?

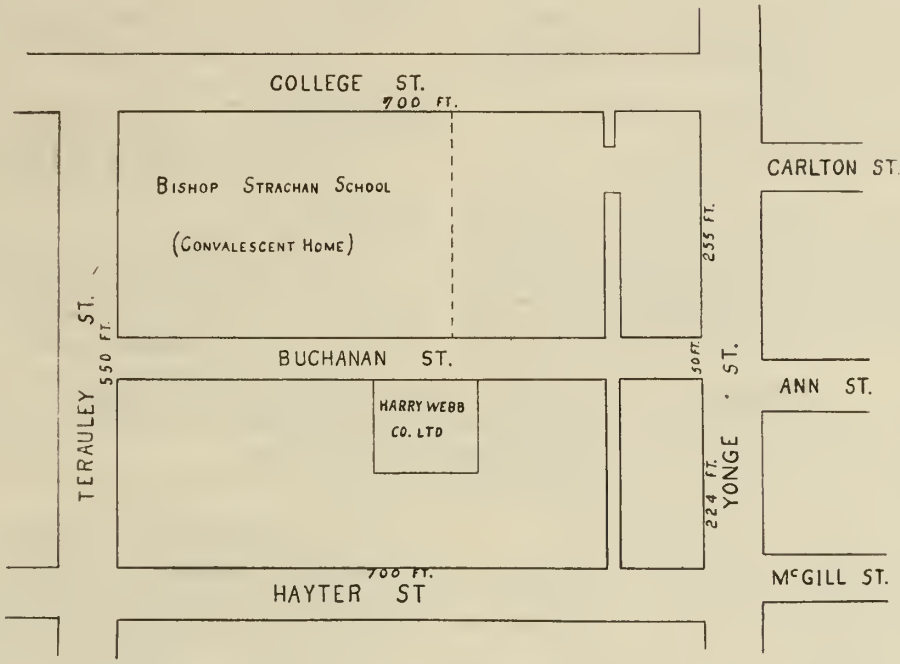
Plea for the Credit Man

Then the wholesale account must be looked after. The jobber can help you out at times. Remember of course he depends on you for business. Your success or failure affects him directly so let him help you. Make a friend of the credit man. If he's any kind of a man he'll be right there when you want him.

Are Eaton's and Hudson Bay Co. the Buyers?

More Toronto Central Property Changes Hands—Will College and Yonge Streets Be Cites For Big Departmental and Mail Order Houses?—Price Paid Around $2,000 Per Foot on Yonge Street.

DURING the past three weeks or so agents acting for some unnamed principal have completed the purchase of one of the most valuable blocks of business property in Toronto, namely, that bounded by Yonge and Terauley Streets and College and Hayter Streets. This area includes two city blocks, as it is divided from Yonge to Terauley by Buchanan Street. The area is approximately 700 feet from Yonge to Terauley by 550 feet College to Hayter, and includes a large block lately occupied by the Bishop Strachan School, and now the site of the Soldiers' Convalescent Home.



The above, bounded by College, Yonge, Hayter and Terauley Streets, Toronto, is said to have been purchased at high figure by T. Eaton interests. The corner of McGill and Yonge also changed hands. The block of which Carlton and Yonge intersection forms the south-east corner, is believed to be held for Hudson Bay Co. interests.

It is generally "guessed" by those property-owners who have sold that the T. Eaton Company is the purchaser. A great deal of secrecy has characterized the negotiations owing to the fact that there has been considerable speculation in property in this neighborhood for five or six years past. However, not a single seller interviewed would deny that Eaton was the purchaser, and most of them stated that they were fairly sure that Eaton interests had put up the money.

To get an idea what this transaction means in dollars it is sufficient to glance at the assessment values on Yonge Street between Hayter and College.

College Street Crosses.

Street Number—	Dimensions, In feet			Assessment
448 Yonge	21	x	116	$63,771
446 Yonge	32	x	116	68,133
442 Yonge	21	x	116	51,350
440 Yonge	21	x	116	43,313
438 Yonge	22	x	100	44,900
436 Yonge	26	x	100	44,300
434 Yonge	26	x	100	40,200
432 Yonge	17	x	100	26,767
430 Yonge	17	x	100	26,767
428 Yonge	24	x	100	31,900
426 Yonge	17½	x	100	39,875

Buchanan Street Crosses.

422-4 Yonge	37	x	100	56,450
420 Yonge	23	x	100	31,300
418 Yonge	20	x	100	23,175
416 Yonge	26	x	100	30,233
414 Yonge	15	x	100	16,683
412 Yonge	13	x	100	15,167
410 Yonge	14	x	100	16,000
406-8 Yonge	32	x	100	43,883
404 Yonge	20	x	100	22,875
402 Yonge	25	x	100	44,750

Hayter Street Crosses.

From College to Buchanan the property fronting on Yonge Street is assessed at close to $500,000, which is at the rate of about $2,000 per foot. It is generally reported that this property has brought from $3,000 to $4,000 per foot, which would mean that the purchaser must have paid about $800,000 for this property alone. From Buchanan to Hayter the assessment runs at an average of $1,300 per foot, but the vendors have held out for almost as good prices as those above Buchanan, so that the price paid was not much short of $600,000.

The Bishop Strachan property on College was, of course, the biggest block. This property measures 353 x 271, and is assessed at $238,425. The price paid is not known.

The J. F. Hartz Company, on the north side of Hayter Street, close to Yonge, made a particularly good bargain. The price paid was $130,000, although the property is only 51 x 113. This is at the rate of $2,600 per foot, which is exceptional on a side street. The assessed value was only $9,650, but a fine factory building has been erected since the assessment.

The Harry Webb Company owned a lot of property in this neighborhood, only part of which they utilized in their own business. The assessment rolls show their property to be rated at $91,594, but the purchase price was $300,000.

Leaseholds have been purchased in addition to the freehold whenever such such leases did not expire before January 1st, 1917, which leads to the supposition that the property is required for use by that date.

Is It Hudson Bay Co.?

There has been considerable speculation in ths neghborhood for some years past. Property at the corner of Carlton, bounded by Yonge and Church, Carlton and Wood, was purchased several years ago, and it is yet a mystery as to who owns it. The Canadian Northern Railway has been mentioned and others. The latest and shrewdest guess is that that corner is owned by the Hudson Bay Company, who will build a departmental store. At least one of those who sold his property received in payment a Hudson Bay Company cheque, which fact taken with the fact that many business men regard College and Yonge as the coming centre of retail trade is sufficient to base a guess.

One merchant, who used to be down town, states that he believed Yonge Street, from Queen to College, would be the great retail section of Toronto in the future. With one or perhaps two great stores at the north end of that district, it is safe to say that the business centre of the city will be shifted.

CANADIAN GROCER.

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Ilnestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. TORONTO, MARCH 17, 1916 No. 11

CATALOGING THE COUNTRY

UNDER the heading "After the Business" a Western Ontario weekly paper contained the following item recently:

> There was a dray-load of —— and ——— catalogues, 11 bags, distributed at the Post Office here this week and taking advantage of the local parcel post rate, each catalogue took 6c postage. The big mail order houses by quoting descriptions and prices of all goods, and by liberal advertising, make strenuous efforts to extend their business and are not afraid to spend liberally to do so. More extensive, and intensive instead of general, advertising by local merchants, would do much to combat this opposition, for in many instances home merchants sell the same goods just as cheap or cheaper than the mail order firms, and if they were priced and described locally, the public would ever be more ready to patronize home trade exclusively.

This is but a sample of the story which practically every weekly paper throughout the country could tell if the facts were known. These catalogues are sown broad-cast by the big mail order houses and are taking the cream of the trade from many districts—that is the spare cash in hands of the consumer—and leaving the skim-milk for the home-town store. This is something that shouldn't be and the merchant is probably just as much to blame as the person who sends away for his goods. What is required on the part of every country and small-town dealer is an aggressive campaign that will ensure the business staying where it belongs. Just as soon as the mail order house finds a non-responsive public, just so soon will it discontinue spending good money on catalogues.

The secret of the success of the catalogue—it is really no secret—is this method of minutely describing the goods it advertises, combined with a number of "leaders" at which the public bite. Let every merchant study these catalogues himself and he will find ways and means to neutralize their influence.

* * *

WHEN EGGS ARE ADULTERATED

THE Department of Agriculture of the United States has had under consideration the application of the Federal Food and Drugs Act to the shipment in interstate commerce of eggs in the shell, especially the two classes of eggs known in the trade as "current receipts" and as "rejects" from candling rooms. "Current receipts" contain at different seasons of the year varying proportions of eggs which are filthy, decomposed, or putrid, and small proportions of eggs suitable for consumption.

Under the Federal Food and Drugs Act, eggs, in common with other articles of food, are adulterated if they consist wholly or in part of a filthy, decomposed, or putrid substance. Section 2 of the Act prohibits the shipment in interstate commerce of foods which are adulterated and it is plain that this prohibition applies to the shipment of "current receipts" or of "rejects" from candling rooms.

In the opinion of the Department, eggs which contain yolks stuck to the shell, moldy eggs, black spots, mixed rots, addled eggs, black rots, are adulterated.

The investigations of the Department have shown that it is commercially practicable, by the method of candling, to eliminate from any given shipment most of the eggs of the kinds which the Department regards as adulterated. It is not the practice of the Department, however, to base proceedings under the Food and Drugs Act on shipments of eggs unless

there are present larger percentages of bad eggs than are ordinarily present in recognized commercial grades of candled eggs. The Department is informed that cases of eggs are not allowed to receive even the lowest candled egg grades if the cases contain more than one and one-half dozen or five per cent. of bad eggs. Country shippers who are not certain of the freshness of their eggs should candle them before shipping them in interstate commerce.

Eggs which are adulterated may be shipped in interstate or foreign commerce for use in tanning or other technical ways without violating the provisions of the Food and Drugs Act only if they are first denatured so as to render them incapable of being used for food. Since it is impracticable to denature eggs in the shell, adulterated shell eggs must be broken out and denatured prior to shipment. The views of the Department with respect to the denaturing of eggs are stated in Bureau of Chemistry Service and Regulatory Announcements No. 7, paragraph 19, and No. 12, opinion 102.

* * *

CANADA TO GET BENEFIT

WHOLESALERS in London and Liverpool predict that Canada will get the full benefit of the new order barring the imports of canned goods to Britain except those from the British Colonies.

Canada has the advantage of being a nearer market. Also it is not necessary to use a refrigerator in the space across the Atlantic.

Canned fruits and vegetables from Australia and South Africa have to come in cold storage across the equator.

* * *

THE BASIS OF SALARIES

THE chief business of most of us is inducing others to see eye to eye with us. This is the great work of the preacher, the editor, the teacher, the advertiser, the salesman. It does not matter much what our special work or vocation may be: we will find, on an examination of it, that it consists in overcoming the will of others, by imposing on them dominantly our wills.

Where the resistance is greatest, there the quality of the attacking will must of necessity be great. Money rewards are usually commensurate with the quality and amount of will-power required to overcome opposed wills. The man earning $15, it will be found as a general thing, is not meeting with a great resistance on the part of others in his relations to them. The man earning $30 a week is receiving this larger sum, as a general thing, because he is performing a work in the doing of which more resistance has to be overcome. The man earning $100 a week has a still harder task—a task of overcoming inertia in others, which may be called passive or negative resistance; or actual positive, directed resistance of a mental sort.

Retailers, wholesalers, traveling salesmen and manufacturers need to perceive these truths, and when they consent to them, they will the better perceive the true nature of their work and obligations. They will see, for one thing, that if the quality and amount of the resistance encountered by salesmen are greater than the force which salesmen can oppose, it is not much use endeavoring to urge these salesmen to get the order; or put it in more common language, there is no use in sending a boy to do a man's work.

Also, if a salesman finds himself earning $25 a week for himself instead of $50 or $100, he will usually find that he is not opposing to the resistance encountered by him in the development of his business a greater force.

Strength to overcome can and should and must be developed. Salesmanship is an art or science that can be learned or acquired, but it requires deliberate and faithful study.

EDITORIAL NOTES

THIS is St. Patrick's Day: "Good Mornin' to Ye'."

• • •

SPRING begins in earnest on the 20th. Has that housecleaning campaign begun yet?

• • •

SPEAKING of housecleaning, how about a new coat of paint for the store and a complete interior renovation?

• • •

THE WHITE Phosphorous Match Bill has passed its third reading. By this the trade is permitted to sell matches made from white phosphorous until the end of June, at which time sale of them will be prohibited by law. None have been allowed to be manufactured since January 1, 1915.

• • •

THE FUTURE of the cigar trade in the grocery store is exceedingly bright. And now is the time to prepare for it with an enthusiastic plan.

• • •

KNOW thy costs! This is the eleventh commandment of the retail trade, as so much depends upon it if the business is to be successfully conducted.

• • •

ACCORDING TO reliable estimates recently issued there are yet to be moved from the West between 100,000,000 and 115,000,000 bushels of all grains, although these figures chiefly represent wheat. The present rate of movements averages some 500 cars a day passing through Winnipeg. At this rate it would require nearly 200 days more to complete the movement of the present crop.

THE ILL-FATED CHICKEN, HAM AND TONGUE

A Parable by E. A. Hughes

ONCE *upon a time there was a certain lady who had recently embarked upon the unknown seas of matrimony (which is the highbrow way of saying that she had just been wed). Her name was Mrs. Just M. Arried.*

Said her husband to her one morning, across the breakfast table: "My dear, I think you should give a post-nuptial reception."

The idea, rather than its high-falutin description, staggered the lady. She did not answer immediately, taking time alike to digest a morsel of toast.

"I hate that sort of thing," said she, at length.

"Why?"

"Because a post-nuptial reception is nothing more or less than an occasion where you spend a small fortune on flowers, borrow as much plate as you can, and then entertain a lot of persons who come ostensibly to drink tea and pay their respects, but really to criticise your house and home and all that in them is, and speculate afterwards, among themselves, as to whether you paid for your furniture down, or bought it on tick! That's my idea of a post-nuptial reception, and I don't think it necessary."

Her husband coughed, a soothing, ingratiating cough, as Mrs. Just M. Arried finished, and for a little while was silent.

Then: "But you must give people a chance to call on you," he ventured. "Come now; settle when it shall be."

Well (to economize on space), his wife eventually agreed, albeit with much murmuring, and set a day for the event.

"But I don't like it, Just," said she; "I feel something will go wrong. It's an ordeal, a first entertainment, and I warn you again I don't like it."

"Nonsense," replied her husband cheerily. "Get everything ready in ample time. Spend time on thinking and planning, and everything will go off all right."

With which Mr. Just M. Arried whisked away any stray crumbs which might have attached themselves to his person, saluted his wife, put on his hat, and left for the office.

II.

You figure Mrs. Just M. Arried, one day a couple of weeks later, sitting with pencil in hand and paper before her. She was arranging the programme for to-morrow. She decided on how many flowers she would buy (and her husband would pay for), what dress she would wear (this took her approximately three hours and a half), and what she would need in the way of food (vulgarly called "eats").

She finally got this last list complete. She sat in front of it, sucking her pencil, and going over the list item by item. You would have thought by the stocks of stuff she was going to order that the task in front of her was the feeding of the five thousand. However, that's a detail that doesn't concern this story much.

Mrs. Just M. Arried decided after more pencil-sucking that she had everything she wanted down on the list, so she put on her hat and boarded the street-car, and went off to the grocer's to give her order. She wanted to give it in person, rather than over the telephone.

The grocer's name was F. Orgot.

He was a very enterprising salesman and had a nice store, airy, bright and clean. He was courteous to his customers, wise in his buying and selling, and generally was by way of being fairly successful. He would have been entirely so had he not lacked one thing. That was—but I anticipate. To return to Mrs. Just M. Arried—she entered the store and gave Mr. Orgot good-afternoon.

"I've got a long list of things to-day, Mr. Orgot," said she, and presented it.

The grocer looked down the list and beamed upon it, as all good retailers are entitled to beam on good orders.

"To-day, Mrs. Arried?" he asked.

"Let me see." She began to figure if she would be in during the afternoon. "No! Perhaps you'd better wait till to-morrow morning. But be sure to have them up before lunch, won't you?"

Orgot said surely, he'd have them there.

Mrs. Arried was leaving. She got to the door, then suddenly turned. "Bye the bye, you've got the address all right?"

"Oh yes."

"27 Brandworth Crescent Avenue,"

"All right, madam," replied the grocer as Mrs. Arried disappeared, to arrange about the flowers to decorate the rooms, and to pay a visit to her mother, who was to receive with her.

Finally she got home. With her husband at dinner that evening, she discussed the important event of to-morrow.

"What are you giving 'em to eat," said Just, seizing on what would be the most appealing detail to him.

"Well, I'm having some chicken-ham-and-tongue sandwiches."

"Oh, that dandy paste stuff," said Just, enthusing.

"Yes, I had to go to Orgot's for it. I don't know anybody else who has it, the exact sort I want. Then I'm having a lot of those fancy cakes, in particular those macaroons you like so much, and—"

"And I won't be in on this business," said Just.

"Oh, yes you will."

"How?"

"Well," returned his wife sweetly, "you'll have the satisfaction of knowing that, though you can't help to eat the special and particular chicken-ham-and-tongue and the macaroons which you like so much, you will still be represented by paying the bill for them."

Well, the auspicious day arrived. It was Wednesday.

Mrs. Just M. Arried was up betimes, and the morning flew before she was aware of it. About eleven Orgot's boy called with the groceries.

"Just leave them inside the kitchen door," shouted Mrs. Arried from the next room which she was decorating with flowers, her mother assisting her. There were a thousand and one things to do. Everything had to be dusted and re-dusted. All sorts of things had to be fished out of cupboards and displayed conspicuously to-day, because they were the wedding presents of the mesdames who were coming for the orgie of tea-drinking. There were, I say, a thousand and one things to do, and it wasn't till after a hurried lunch that Mrs. Just M. Arried and her mother had a minute to devote to getting the food ready.

"Come on, mother," said Mrs. Arried, "let's get the 'eats' fixed."

The two women dug into the basket of groceries and fished out parcel after parcel, placing them all on the table.

"Now," said Mrs. Arried, "sandwiches first. Where's that chicken-ham-and-tongue?"

"I haven't seen it," said her mother.

"Haven't seen it? Well, didn't you unpack it?"

"No. I don't think so."

"Well, that's funny. I didn't either," replied Mrs. Arried. "Let's go through all the things."

They did so, quickly. They unwrapped parcel after parcel, but not a trace could they find of the chicken-ham-and-tongue.

The two looked at each other.

"What's to be done?" they asked each other simultaneously.

"Call up Orgot," suggested Mrs. Arried's mother.

Mrs. Arried hurried to the telephone and called.

No reply.

She pulled the hook up and down rather wildly, to summon Central.

"Will you get me that number, 892?" she demanded.

"Didn't they answer?" demanded the Central girl, languidly.

More ringing. Still no reply.

Suddenly from the kitchen came the voice of Mrs. Arried's mother. "Perhaps they're closed to-day."

"Closed," shrilled Mrs. Arried; and then, in a sort of despairing whisper, "Why, yes, it's Wednesday."

She came back to the kitchen and tried to talk the situation over calmly. There was nothing for it, pointed out her mother, but to do without the chicken-ham-and-tongue.

"But how can I? That was the most important, the main thing?"

"Well, you can't get it anywhere now. Orgot has fallen down, omitted to send it. The stores are closed. What are you going to do? You can't get it. You'll have to make shift with something else."

IV.

There is no need to go into a description of Mrs. Just M. Arried's post-nuptial reception. I am not a society reporter. If you're interested, you'll find it in the woman's column in the dailies for March 6.

But we are interested in a visit Mrs. Just M. Arried paid to Mr. F. Orgot the next day.

"Good morning," she said sternly, when Mr. Orgot came to serve her.

"Fine morning," suggested Mr. Orgot. "What can I get you—?"

"Nothing," snapped Mrs. Arried.

Mr. Orgot started.

"Do you know," she said, "that you spoilt my affair for me yesterday? Do you know that you ruined my first social function, you—"

"I beg your pardon—" he interpolated.

"Then you don't get it," she went on, cutting him short. "Do you know that you didn't have the sense to check over the list of goods I ordered? Do you know that you missed out the most important thing? Do you know that I had to make shift with jelly, yesterday, because you stupidly forgot to send the chicken-ham-and-tongue I ordered?"

"Really, Mrs. Arried, I—"

"Don't answer me," she cut him off again, "do you know you made me a laughing-stock there yesterday because of your lack of detail. And do you know"—here she thumped the counter—"that you lost a good customer for good and all. Mr. F. Orgot, your name is your index. Good-day."

And she sailed away from the counter to the door.

"But really, Mrs. Arried," Orgot called.

"Good-day."

"I should like to offer—" he attempted once more.

"Good-day."

And she left the store.

* * *

F. Orgot never forgot that. It taught him a lesson that a bright store, a cheery manner, progressive ideas in buying and selling, are not all. Attention to detail, carefulness—these are of paramount importance.

If ever you mention chicken-ham-and-tongue to Mr. F. Orgot you will see him sort of shudder for a moment. He has never forgotten Mrs. Arried's lecture.

NEED OF CLEAN EGG FILLERS AND CASES

John Bright, live stock commissioner, Ottawa, gives the following advice on the importance of clean, strong egg cases and clean fillers:

"Eggs are an extremely perishable and fragile commodity. Annually large quantities are damaged in transit and the quality of millions of dozens seriously impaired through the shipment of eggs in flimsy, poorly packed cases and dirty, unsanitary fillers.

"The season of the year is at hand when, ordinarily, every case that can be hunted up will be put into use to remove the increasing supply of eggs. Many of these cases will have been stored in damp cellars or warehouses, or perhaps left out in the open since last season with the old fillers and pads left in, and perhaps even without the bad or broken eggs removed.

"When every egg shipper shows as much care in the selection of packages for, and in the packing of, eggs as does the average cheese and butter maker in his work, it will mean a big improvement in the egg business.

"At this time when Canada's reputation with respect to eggs on the British market will be largely dependent upon the quality of Canadian eggs that go into storage this spring, it is the duty of every Canadian engaged in the egg trade, whether farmer, collector, country storekeeper or produce dealer to see that the eggs marketed during the next two months are of the highest quality and that they are stored in the best possible condition."

THE DISCRIMINATING HOUSEWIFE

The meeting of the Home and Education Department of the Montreal Woman's Club last week was handled by the Housewife's League.

The acting president, Mme. H. Fortier, spoke of the important buying problems of the home. She explained the objects of the league, to create definite standards of cleanliness and sanitation in food supplies, to put housekeeping on a systematic business basis, and otherwise solve the important problems of the home. Intelligent buying on the part of the housewives goes with honesty on the part of dealers, and reaches back to the manufacturers.

Mrs. W. B. Matthews told of some of her experiences in investigating on the sanitary committee of the Montreal Housewives' League, in bakeries, laundries, packing houses, etc.

"INDIES" WAS OMITTED

In an advertisement for Royal Acadia Sugar which was inserted by W. H. Escott Co., Ltd., wholesale grocery brokers, Winnipeg, who represent the Acadia Sugar Co. in the West, it was stated that the sugar was made from British West Cane". This, of course, should have read British West Indies Cane.

A cable from Major Hugh Green to the Minister of Militia has announced the arrival of the first shipment of Canadian fish for the Canadian Overseas army. The fish reached England in good condition.

THE CLERKS' PAGE

The Stimulus of a Great Purpose

By Dr. Orison Swett Marden

IT does not matter how much ability you have, if you lack that power of resolution which knows no surrender, which fixes on its goal and never turns back, you will not achieve anything that is distinctive.

In this day of sharp, close competition it is only those who fling the weight of their whole lives into their vocation who can succeed in any marked, individual way. A half-hearted or indifferent purpose produces only half-hearted results.

A new howitzer in use on the European battlefront throws a shell more than twenty-five miles. But in order to do this there must be a certain amount of propulsive explosive back of the shell. It must be confined and liberated in a certain manner. If the gunner should put in only half the required amount of powder the shell, of course, would never reach its mark. It would fall short just in proportion to the lack of energy back of it. It is not only necessary to have ample powder back of the shell, but it must be the best powder; it must contain the maximum of energy. No army could afford to face the enemy with lifeless powder.

People everywhere are going into the battle of life with poor or insufficient powder, and, naturally, they fall short of their mark.

The projectile power of your ambition depends wholly on the vigor of the determination behind it. What you accomplish will depend on the live energy of your purpose, the enthusiasm and will power you put into your efforts to achieve.

It is pitiable to see multitudes of young men weakly longing for success, but not willing to pay the price for the big things they desire. They do not seem to realize that there is a tremendous difference between wishing to get on and determining to get on, between the desire that has no "must" in it and the desire which grips every fibre of one's being with a determination to win at any cost. They have not had it impressed on them that the difference between a mediocre career and a superb career is the difference between waiting for something favorable to turn up, for some big opportunity, waiting for help, for somebody to boost us, and taking off one's coat and plunging into a career with a grim determination which knows no defeat.

Write it in your heart that there is no success worth the name outside of what a man or woman achieves through his or her own efforts.

The world is full of people who are waiting to be pushed, boosted, helped, but they will never be anything but weaklings. If they do succeed through pull or influence in getting the place they long for, they will not have the ability to hold it. I know men who are always talking of the wonderful things they would have done if they had only had a chance such as others have had; if they could only have gone to college; if they could have had special training for the thing they wanted to do. But they had no one to send them to college, nobody to help them make their lives more complete, their achievement more worth while. Experience and observation have convinced me that those who make such excuses for their mediocre lives would not have amounted to much no matter what their advantages.

The youth who is determined knows that his opportunity for the job above him lies right in the thing he is doing. He knows that the key that will open the door to the thing he desires is in his own hand. The power that sends the man to his mark is not influence, pull, or outside capital; it is the initiative energy, the willingness, the completeness and superiority which he puts into whatever he undertakes. The propelling force is all within himself, and he knows very well that, if this does not open the door to the higher things he is striving for nothing else will.

There is no possibility of holding back the youth who has made up his mind to get on in the world. He finds an opportunity in every study he masters, in every letter he writes, in every errand he does, in his manners, in his dress, in his manly bearing toward his elders, in his chivalric consideration for those weaker than himself. He finds one in his willingness to do more than he is asked to do, more than he is paid for, in being polite and attentive to all with whom he comes in contact. In short, he finds plenty of opportunities every day which will lead to his longed-for advancement and he uses them as stepping stones to promotion. He doesn't have half as much difficulty in finding time to improve them.

READERS' SERVICE DEPARTMENT.

Canadian Grocer conducts a Service Department open to all our readers. Special investigations will be made for retailers and advertisers upon request and free of charge. If you are in search of the source of a new foodstuff, or you want to know the agents or manufacturers of any line—foodstuff or equipment—'phone us or drop us a line. The "Readers' Service Department" is at YOUR service.

FAVORS PRESENT COST

Otto Hildebrand, Doaktown, N.B. says in reference to the basis for selling price—present or original cost—that he generally follows present cost because he holds the best practice is to follow the market. If there is a drop in a certain line he drops too, if an advance he advances.

Letters to the Editor

Editor Canadian Grocer.—I must congratulate you on the addition to The Canadian Grocer of the page "Through Other Spectacles." I sincerely hope that you may in time see your way clear to broaden this very excellent idea into more than one page, a step which I feel certain would be highly appreciated by you many patrons.

NEWFOUNDLAND READER.

A $91,000,000 War Order

Report of Formation in Montreal of the Imperial Canneries, Limited, With Contract to Supply 600,000,000 One-Pound Tins.

ACCORDING to more or less definite reports a new canning company has been organized in Montreal which is reported to have war contracts to the value of $91,000,000. It is The Imperial Canneries Limited. The following New York despatch received in Montreal on Tuesday reports the organization.

"Contract calling for delivery of 600,000,000 one pound cans of beef stew, for use as army rations, has been awarded by the British Government to a new corporation known as the Imperial Canneries, Limited, of Montreal. The latter will at once proceed to apportion the business among more than a score of prominent American and Canadian packers, wholesale grocers and canners. The order is easily the largest single one for army rations ever placed in this continent, the aggregate value of the contract being $91,000,000.

"Conferences have been held here during the past week by representatives of some of the most prominent wholesale grocery houses, canners and beef packers in the country, with the principal parties to the contract.

"These conferences, qualification of various food productions throughout the United States and Canada have been carefully gone over, and market conditions investigated. As far as could be learned no large part of the total contract has been awarded, except that an understanding has been reached to award order for tin can containers to the Wheeling Can Company, Wheeling, West Va."

A further report says that the Imperial Canneries, Limited, is the title of a holding or operating company which has been organized for the special purpose of taking over British orders for rations, and arranging for filling of business by properly qualified plants in United States and Canada. The company is capitalized at nominal sum, and is principally composed of the following four corporations: J. T. Polk and Co., of Indianapolis, Ind.; Burnham and Morrell, of Portland, Maine; The Colonial Packing Company, of Philadelphia, Pa., and Gunn's Limited, of Toronto. Contracts for army rations have already been signed by the principals, who conducted negotiations with members of the British Government.

F. M. Moffat, General Manager of Gunn's Limited, states that negotiations were being carried on, but that everything was vague at present. It is evident, however, that further orders are pending.

Toronto live stock markets have already reflected the enroachment of export demands on Canada's supplies. Since early last fall swine prices have been relatively high in all markets. This week they climbed to a new high record in the history of the trade, when $10.90 to $11 per hundredweight was paid, weighed off cars, at yards. Cattle have also commanded high prices, weighty beeves having been sold for overseas export during recent months at $8 to $8.50 per hundredweight. A large contract from the army for beef and hog products would doubtless secure for producers consistently firm prices.

GROCER CATCHES ALLEGED SWINDLER

Police now making Investigation—Two Merchants at Lease Lose

London, Ont., March 15.—Charles Miller, aged 25, a regular fashion-plate dresser, who gives his occupation as a clerk and his place of residence as 917 St. Jean Street, St. Clair Heights, Detroit, was captured after an exciting chase through backyards and over fences in the south end of the city. Friday afternoon. He appeared before Magistrate Judd in police court to-day charged with having defrauded two London Merchants, A. Joliffe, grocer of 215 William street, and Robert Carswell, butcher of 552 Hamilton road. Miller was captured cleverly by Mr. Joliffe, and positively identified by him and Mr. Carswell as the man who victimized them on February 26. When asked to plead, Miller asked for an adjournment, stating that he wished to obtain legal advice before proceeding. His request was granted, and the case will be resumed on Tuesday.

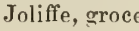
The story told the detectives is that on February 26 Miller went to Mr. Joliffe's store and ordered about a dollar's worth of groceries, tendering in payment a check made payable to Roy Leese and signed by R. C. Richardson. He received the balance in cash and left. Going to Mr. Carswell's he repeated the stunt, and then according to the police, having made about $23 out of his afternoon's work, went back to Detroit.

When the merchants sent the goods to the address given there was no such person, and when they presented the checks at the bank they were valueless. They reported the matter at once to the detectives, who kept a close watch for the suspect. He did not return to London until Friday afternoon, and then went to the store of Harry Geach, grocer, 471 Simcoe St. All went well until Miller produced a check, after ordering a small amount of groceries. Mr. Greach, who had heard of Mr. Joliffe's experience, at once refused, and Miller left the store.

Mr. Geach, satisfied that he was on the trail of the man who had swindled Mr. Joliffe at once 'phoned him. The description tallied exactly, and Mr. Joliffe set out in search of Miller in great haste. He searched for some time before he saw his man on Wellington street near Clarke's bridge. Mr. Joliffe at once grabbed Miller, but the latter wrenched himself free and darted down a laneway and scaled back fences. Mr. Joliffe lost him, but suspecting that Miller might head for the Traction depot to take a car for St. Thomas, went there and waited. In a few minutes he saw Miller coming up the tracks, and hiding behind a fence Mr. Joliffe threw off his overcoat so that he would not be impeded, and when Miller arrived opposite him sprang out on him and held him so tightly that Miller had no chance of struggling away. Patrolman Middaugh later took Miller to the police station.

In the meantime Detective Nickle and Egelton had been notified, and started out to scour the South End for Miller. They give great credit to Mr. Joliffe for his good work.

It is suspected that other merchants may have been victimized, and a general investigation is being made.



PRESENT COST AGAIN FAVORED

A. Kirkpatrick, general merchant, of Lefroy, Ont., favors basing the selling price on what it would cost to replace the goods at the present time. He cites some experiences.

"I bought shortly before August 4th, 1914," he says, "pure cream of tartar in 100-lb. keg at 31c; also a car of extra granulated sugar at $4.28, and cheese in the fall 1915 at 14½c. One season I lost in grain—barley—alone $2,000. I bought this at 90c, kept it for six months, and sold it for 60c. During the season of 1914-15 wheat that cost me $1.60, I sold some months after at $1. The question is merely this, we have to take the drop. If fortunate enough to have certain stocks of goods when prices advance, why should we not try to even up at least a little bit? In an advancing market, as all your readers know, there is no trouble to find purchasers, but they are all at the seaside or some other out-of-the-way place when the markets are slumping."

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Martime Provinces

Albert Ayer, of A. A. Ayer & Co., butter and cheese dealers, Montreal, has gone to the West Indies on a trip.

J. H. Magor, of Magor, Son & Co., Ltd., is in Ontario on a business trip to London, Hamilton and Toronto.

Leopold Lecavalier is opening L'Epicerie Modele grocery store in Montreal.

Fire recently caused a loss estimated at $35,000 to $40,000 in the Prince William street building of Dearborn & Co., wholesale spice company of St. John, New Brunswick.

D. A. Morrison, head of the wholesale firm of Morrison's Limited, of Amherst, N.S., formerly a well-known traveler, has accepted the position of quartermaster in the 219th Battalion of the Nova Scotia Highlanders being mobilized by Col. Borden, of the 85th Battalion. Mr. Morrison has had long millitary training for many years, and was captain in the 62nd Battalion, St. John, N.B. During the South African war he volunteered as a private and took part in the battle at Paardeberg and other engagements in the Transvaal Republic.

The Lion Vinegar Co., Montreal, Que., are erecting an addition to their factory in order to be in a position to increase their output.

Ontario

Hull Austen, of Port Arthur, a cigar store, suffered slight damage by fire recently.

Peter Grieg, of Port Arthur, who has been ill from an accident, is up and about again, though still using crutches.

Patterson Co., candy manufacturers of Toronto, have placed at the disposal of their employees dining and recreation rooms, and a player piano, with a cabinet of music rolls.

J. A. Waddell has severed his connection with Stuart, Limited, Sarnia, Ont., and is establishing a jam factory in Brantford, Ont., under name of Waddell Preserving Co., Ltd.

Earl Wellwood, who has been in business in Peterborough for a couple of years, and was recently burned out there, has returned to Dundalk. He has rented a store and will open up a stock of groceries.

William Gray, M.P., for London, has secured for that city a big war order. A London canning company has been awarded an order for one million cases of pork and beans for the British army. The order amounts to $3,000,000. The factory will have to be enlarged and much extra help secured.

Charles McCollum of C. M. McCollum Co. Brampton. Ont., has just returned from a six weeks' trip. Mr. McCollum has annually gone away during the winter months for some years, having visited California, Bermuda and the Pacific Coast other years, this winter, accompanied by Mrs. and Miss McCollum he went south visiting Jacksonville, Palm Beach and Miami, and on down to Tampa. Mr. McCollum has completely recovered from his recent illness and reports that business in January and February was much better than the corresponding months last year.

Western Canada

A. Riel, grocer of Winnipeg, suffered loss by fire recently.

A. Robbins (deceased), grocer, Winnipeg, is succeeded by Jeannie Robbins.

W. C. Brown, of the Medicine Hat Grocery Co., is taking a holiday at the coast.

The McRae Mercantile Co., Revelstoke, B.C., suffered a loss by fire on March 7.

Fire did $50,000 damage to the Gordon Ironside packing plant, Moose Jaw, on March 5.

A. Ingram, grocer, corner College and Main, Winnipeg, has been appointed organist of McDougall church.

Sanford Mercer, of Mercer & Sons, grocery, New Westminster, B.C., has left for a trip north for two or three weeks.

The Blue store, grocers, etc., of Kendal, Sask., are succeeded by A. H. Aronovitch.

Campbell, Wilson and Strathdee, wholesale grocers, Swift Current, Sask., suffered a fire loss on March 10.

Gilroy & Brunt, general merchants, Plenty, Sask., are succeeded by P. A. Gilroy.

Bookhalter Bros., general merchants, Plunkett, Sask., have opened a branch at Horizon.

W. H. Climie has been appointed to succeed O. L. Lewis as manager of the Winnipeg Fish Co., Ltd., Winnipeg.

T. Kinghorn, of the grocery department of the W. W. Cooper Co., Swift Current, Sask., has accepted a position with Law & MacKay, of the same city.

W. Gallaugher, a former manager of W. R. Megaw's grocery department, Vernon. B.C., will join one of the overseas battalions.

While in Saskatoon recently, Harry Miller, a traveler for the Rock City Tobacco Company, was taken ill and conveyed to St. Paul's Hospital.

F. E. Siemens of Rush Lake, has taken a position in the grocery department of the W. W. Cooper Co., Swift Current, Sask.

Messrs. Doig, Rankin & Robertson, Brandon, Man., whose premises were destroyed by fire in the disastrous Syndicate block fire, some six weeks ago, have opened again at 150 and 152 Tenth street.

Tomlinson & O'Brien, manufacturers' agents, 147 Bannatyne Ave., Winnipeg, have been appointed representatives in Manitoba, Saskatchewan and Alberta for Jos. Tetley & Co., packers of Tetley's teas.

W. H. Hull has severed his connection with the Saskatoon Candy and Cigar Jobbers, and is now interested in the North-west Candy and Cigar Co., who have opened up in the wholesale business at 101 Twenty-Third street.

Wollard's Grocery Company, of Calgary, announces that its management has been changed. A. E. Jeffery having bought the stock and good will from Mr. McCammon. Mr. Jeffery has been connected with the firm for the past two years.

The T. Eaton Company have submitted plans to the City Council for a twelve-storey building and extensions and improvements to their existing premises in Winnipeg, the work to take from ten to fifteen months in completion.

G. N. Jackson, president of the Winnipeg Board of Trade, presented a resolution of the meeting of the Canadian Credit Men's Association in the Royal Alexandra, Winnipeg, to the effect that a strong deputation of their members wait on the city council to request that the daylight saving system be put into effect from the first Sunday in April until the first Sunday in October.

This is a flash-light of the gathering at the big banquet held recently by the Ottawa Retail Grocer's Association. Wholesalers, travelers, and manufacturers as well as retailers were in attendance.

At a meeting of the retail section of the Calgary Board of Trade, at a luncheon at the Palliser, J. H. Walker delivered an address, reviewing the business of the retail section of the board for past years. He called attention to the fact that the retail section had been largely responsible for the business tax and had gone far toward accomplishing the small debts procedure.

The total British Columbia salmon pack for the 1915 season amounted to 1,132,000 cases, or approximately one-sixth of the entire salmon pack that was made, which amounted to almost 7,000,000 cases. The British Columbia pack last season consisted of about 450,000 cases of pinks and chums, about 150,000 cases of medium red, and the remainder of Sockeye and Chinook, with a few thousand cases of King, Tyee, Cohoe and Silversides.

Fifty thousand dollars is about the amount of damage from a fire which broke out early in the business section of Revelstoke, B.C., which is thought to have started from a furnace in the Turner block basement, which was largely destroyed. The stocks of the McRae Mercantile Co., and the Ideal pool room and barber shop are a total loss, while the Sugar Bowl confectionery store and Harton's photograph stand were much damaged, as was also a Chinese restaurant.

Dan H. Poupard, honorary secretary of the Retail Employees' Organization of Victoria, has received the following letter, dated March 1, from Hon. A. C. Flumerfelt, late minister of finance: "Dear Sir,—I have to acknowledge receipt of yours of the 25th inst., informing me that, at a general meeting of the Retail Employees' Organization of this city, a resolution was passed instructing you to write me, asking if I will pledge myself—if elected— to support the introduction and passing of an amendment of the Shops Regulation Act to provide a weekly half-holiday for store workers. In reply, I am fully in sympathy with such an amendment and will give it my unqualified and active support."

John Shields, whose death occurred in Ashcroft, B.C. was a well-known grocer in Toronto's early days, having conducted a business for several years at the south-west corner of Yonge and Temperance streets. The late Mr. Shields, who was 74 years of age was born in Fifeshire, Scotland, and came to Canada in 1854. After farming for a short time with his father, Alexander Shields, he obtained a position in the Inland Revenue Department under Alexander Mackenzie. Later he entered the grocery firm of Dodgson, Shields & Morton, of which his uncle, the late James Shields, was a member. When Mr. Morton went to the old country, and Mr. Dodgson retired, the firm became known as James Shields & Company. John Shields and his cousin, Robert, succeeded their uncle in the business. About eighteen years ago deceased retired from the grocery trade and went into the railway contracting business, going shortly afterward to Ashcroft, B.C.

LEMONS FROZEN, SUIT DISMISSED

Because in making out a bill of lading for a cargo of lemons, the Furness Withy & Co., had specifically provided that the company would be exempted from responsibility for damage caused either by the effect of the climate or by negligence on the part of the ship owners, the Court of Appeals has maintained the company's appeal from a judgment of the Court of Review, condemning it to pay Herbert E. Vipond, the consignee, the value of the cargo. The lemons were frozen at sea and Vipond sued under the Carriers' Act. Mr. Justice Weir dismissed his suit but the Court of Review upheld it. The judgment is now reversed.

IMPORTANT

An individual, signing his name Arthur Moore, has been collecting on Canadian Grocer renewals in Hamilton, Ont.

If he calls on you, will you be good enough to 'phone the police. He is securing money under false pretences, having absolutely no authority to transact any business for this company.—Editor.

GETS THE MARKET CHANGES

MacLean Publishing Co.

Dear Sirs:—Enclosed find P. O. order for $2 for CANADIAN GROCER for another year.

Like the CANADIAN GROCER, as it keeps one posted as to market changes and especially in war times when the markets are so changeable.

L. J. LANE.

Melrose, N.B., Jan. 26, 1916.

PASSOVER BREAD IMPORTS ALLOWED

A memorandum from the Department of Customs, Ottawa, to collectors of Customs, says in regard to Passover Bread: "You are hereby advised that, by Order in Council, dated 31st January, 1916, authority is granted for the free admission of Passover Bread and Motza, when imported and entered at the Custom House between March 1 and April 17, 1916, inclusive, for use during the Passover season."

Sugars Up Another Fifteen Cents

Present Basis Highest Since Declaration of War—Total Advance of Forty-five Cents in Three Weeks—Tapioca Prices Steadily Advancing—Demand for Prunes Considerable —Prices Show Slight Increase.

Office of Publication, Toronto, March 16, 1916.

THE topic of interest at present alike for the retailer and consumer is the unprecedented advance in refined sugar. All grades of refined sugar were advanced another 15c per cwt. yesterday and this is the fourth advance in less than three weeks. This makes an aggregate gain of 45c per cwt. and puts sugar on the highest basis since the outbreak of war, and in fact the highest for many years. Several causes have contributed to this result; the first is that there is some drought in Cuba and they cannot get sufficient rain for the crop. The second is the acute freight situation which is becoming worse instead of better and which of recent days has been further complicated by very severe storms. The third reason is very heavy buying of raws on the part of England. England apparently has placed an order for a huge amount of raws which she is grinding herself. Moreover, despite the high price, refiners are buying heavily. In fact the higher the price goes the more heavy seems to be the demand. Refiners were caught almost bare of stocks and they had to have raws, no matter at what price. The planter, unlike the position he was in two years ago, has a good deal of money at present, owing to good business which has been proceeding for the last two years and can get practically the price he wants. He does not have to sell below what he considers he should get and so he can afford to hold out for the quotation he makes. There is no sign on the market either in New York or here that sugars are going to be lower; in fact many sugar men figure that we shall see higher prices before we see a decline, so the public should get used to the idea of paying a little more for their sugar.

Another feature of the market this week is further crumble in wheat, resulting of course in a decline of flour prices. These have decreased materially during the week, both in case of Manitoba and Ontario winter wheat flour, but particularly the former. Trade in all grains is quiet and millers are holding off where possible. Export business has been hit on the head and rendered unconscious by lack of freight space, which condition, instead of getting better as the weeks go by gets worse. Domestically, there is little demand for flour and the market is dull. The opening of navigation, which is now approaching, will release some 25,000,000 bushels now stored at the head of the lakes on board ships and also at Montreal. If the freight situation clears up sufficient to provide enough vessels, such a surplus would mean a big haul of money for the owners. There is a visible supply of wheat in Canada of 36,000,000 odd bushels and in the United States of 53,000,000 bushels. These compare with 10,000,000 for Canada last year and 24,000,000 for the States. Thus we have an aggregate increase of 65,000,000 bushels over last year. Consequently those people who are bearing the market do so with strong reasons for their faith.

Looking at the quantity of wheat available for export in the five great producing countries of the world, Canada, United States, Argentine, India and Australia, it is seen that there is no less than nearly 900,000,000 bushels of wheat available. This is a huge amount, and should make, it would appear, for weakness in the market. Nevertheless, the bulls have one strong argument in their favor; what is the good of all this wheat if there are no boats to carry it to destinations? The freight situation does really seem to be a tie-up at present. The outlook, so far as flour is concerned, so far as one may venture on prophecy, is for lower levels in the near future.

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
Oranges stronger.
Cucumbers decline.
Apples scarce and Spanish onions high.

PRODUCE AND PROVISIONS—
Oils, shortening and lard up ¼c.
New laids down.
Poultry scarcer than ever.
Rennet scarcity in cheese.
Hogs firmer.

FISH AND OYSTERS—
Market getting bare of frozen fish.
Lobsters higher.
Oysters scarce.

FLOUR AND CEREALS—
Flour down and weaker.
Feeds firm.
Cereals unchanged.

GENERAL MARKETS—
Sugar up 15c and stronger.
Tapioca very scarce.
Storm made acute freight congestion.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Flour drops 20 cents.
No strength to cereals.
Feed market quiet.
Big wheat surplus.

FISH AND OYSTERS—
Shortage of haddock.
Cod stocks are small.
Whitefish still selling.
Oyster business good.

FRUIT AND VEGETABLES—
Celery firm and higher.
Navels advance sharply.
Spring radishes appearing.
Potatoes easier and lower.

PRODUCE AND PROVISIONS—
American new laids coming.
Cheese up in London.
Dairy butter stiffer.
Butter situation confusing.
Lard prices up.

GENERAL GROCERIES—
One more rise in sugar.
Unprecedented sugar levels.
Teas up in London.
Good demand for prunes.
Molasses very firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—
Flour remains at $6.30.
Wheat market very uncertain.
Easier rolled oats market.
Package oats at $3.75 case.
Feeds unchanged and quiet.

FRUITS AND VEGETABLES—
Potatoes slightly easier.
Florida tomatoes $5.50 case.
Little new arriving.

FISH AND POULTRY—
More difficulty with haddies.
Price 9½c; supplies short.
Live poultry still scarce.

PRODUCE AND PROVISIONS—
Eggs take big drop.
Local receipts very heavy.
Hog market at high level.
Lard slightly higher.
Decline expected this week.
Butter market weak.

GENERAL GROCERIES—
California fruits easy.
Market affected by rumor.
Further advances in sugar.
Big jump in syrup prices.
Spices and coffee firm.
Canned goods market stronger.

Quebec Markets

Montreal, March 16.—Firmness continues to characterize market with further list of advances in a number of lines and few declines. Freights continue to be the ruling factor in the greatest number of lines and a scarcity of supplies is developing in lines other than those already affected. The approach of the navigation season is beginning to enter into the calculations of importers, particularly in the case of molasses shippers.

Chief developments of week have been further declines in wheat a week ago, which brought price of flour down 30c per barrel, and which is still operating to a weak feeling in the market. Sugar has advanced 15c, and is firm in response to an even higher advance at the New York refineries, where raws are scarce and high.

The late storm has had the two opposite effects of rendering acute an already bad freight situation, which is immediately felt in grocery trade throughout the city. It has also operated to render the embargo on the Eastern ports a greater hindrance to all shipping. General condition of the trade continues to be good, and shows healthy improvement over last year. In spite of rising prices it is pointed out that grocery lines have been kept down to greater extent than most other lines. Feature of whole market is the lack of proportion that exists between prices at primary points and those in force here.

The chemical market continues to show strength and added firmness. Pork products of all kinds are firm, and oils and shortening are up ¼c. Tapioca has become very scarce, and market is almost bare. Molasses continues to be a source of interest in an erratic market, in which surprising developments continue to occur. Peppers are higher, oranges are stronger, and Tarragona almonds and peanuts have declined, the former 1c and the latter ½c. Canned goods are firm and stronger, with gallon apples selling at $2.75, and a big demand in canned salmon evident. Some interest is developing in the new order barring all but British colony canned goods from Great Britain. Singapore pineapples have advanced 25c; fish, particularly in frozen lines, is very scarce, and several advances have occurred in vegetables.

A feature of the general situation is the fact that boats are coming in with light cargoes as result of dock congestion in England and the tendency of insurance interests to encourage rapid sailings, and this in spite of the shortage of bottoms.

SUGAR.—Firmness continues to be chief characteristic of market and freights the ruling factor in it, with no indication of any chauce in either. A further advance of 15c has occurred so that extra granulated in 100-lb. bags is selling for $7.20, and other grades in proportion. This is the highest peak reached in many years. During the latter part of last week refineries advanced 15c; early in this week one American refinery advanced 10c, and all others soon followed, after which prices to the retailer made the advance noted. It will be seen that prices are still 10c lower than those prevailing at American refineries, and market is correspondingly strong. Eight cent sugar is openly talked of.

Another strong feature of market is strong position of Cubas, which were selling at 4⅝ last week, and are now at 4⅝, with 4 11-16 asked. A feature of this firmness is its continuance under the gradual absorption of the Cuban crop, which operation was expected to have a weakening effect on market instead of going hand-in-hand with advancing prices as it has.

Demand continues good in wholesale buying on a rising market, considering that retail demand shows the natural slackening peculiar to the time of year.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	7 20
20 lb. bags	7 30
2 and 5-lb. cartons	7 45
Extra Ground Sugars—	
Barrels	7 55
50 lb. boxes	7 75
25 lb. boxes	7 35
Yellow Sugars—	
No. 1, 100 lb. bags	6 80
Dark yellow, 100 lb. bags	6 60
Bright yellow, bbls. only, cwt.	7 05
Powdered Sugars—	
Barrels	7 35
50 lb. boxes	7 55
25 lb. boxes	7 75
Paris Lumps—	
100 lb. boxes	7 80
50 lb. boxes	7 90
25 lb. boxes	8 10
Crystal Diamonds—	
Barrels	7 80
100 lb. boxes	7 90
50 lb. boxes	8 00
25 lb. boxes	8 20
Cartons	8 40
Half cartons	8 90
Crystal Dominoes, cartons	8 50

DRIED FRUITS.—There is a stronger feeling in market based on increasing number of reported advances in primary markets and of increased shipping difficulties. There is a very firm feeling in currants as result of recent advices of a 2c advance in Greece, where supplies are reported low, while freights show no signs of leaving their present high level. Raisins are firm, and it is pointed out that stocks of California raisins on hand cannot be replaced within one cent of cost. Prunes are firm and inclined to be scarce. The large Jewish population of this city tends to create a heavy consumption in this line. Dates are firm and scarce, especially in the loose. Figs are firm and unchanged.

The feature of market is the lack of proportion between existing prices, as recorded in sales here and those quoted from primary markets and general market quotations from other points. Import lines of tropical origin show most disparity of price.

EVAPORATED FRUITS.		per lb.
Apples, choice winter, 25-lb. boxes	....	0 11½
Apples, choice winter, 50-lb. boxes	....	0 11
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Fillatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package atock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½	0 12½
40 to 50, in 25 lb. boxes, faced	....	0 11½
50 to 60, in 25-lb. boxes, faced	....	0 10½
60 to 70, in 25-lb. boxes, faced	....	0 10
70 to 80, in 25-lb. boxes, faced	....	0 09½
80 to 90, in 25-lb. boxes, faced	....	0 09
90 to 100, in 25-lb. boxes, faced	0 08	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10¼	0 11
Choice seeded, 16 oz. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

MOLASSES AND SYRUPS.—Market on molasses continues firm, with strength of its main features unimpaired, and in some cases heightened, as in case of recent advances in sugar, which have added to the strong feeling in the molasses market. Demand is good, but only partially satisfied, as local stocks are limited in extent, and in some quarters are nonexistent. Freights continue to rule the situation, and large orders are in various stages of transit. The approach of the navigation season is looked forward to with especial eagerness in its relation to this market, as it is felt to bear a peculiar relation to it, and it is thought that early part of the season will be indicative of the whole in so far as direct shipments of molasses are concerned. In the meantime, week to week needs are being met as best they may, and an attitude of tense waiting is a feature of the situation.

Market for syrup continues unchanged in price, and ruling features, which are normal, makes for fair demand.

	Price for Fancy. Island of	Choice. Montreal.
Barbadoes Molasses—		
Puncheons	0 53	0 45
Barrels	0 56	0 48
Half barrels	0 58	0 50

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "town prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Market is firmer, and in general tendencies are still very erratic, with an upward trend that is having an unsettling effect. Indications point to

still higher prices, particularly in herbs. Black and white whole peppers have advanced 2c and 4c respectively, so that the total advance in these lines is 6c and 5c respectively, and they are now selling for 28c and 32c. All peppers are firm at prices that in common with other lines are governed by day to day conditions. Cream of tartar is very firm at unchanged prices.

General conditions are good, with a demand that has been over stimulated by a rising and uncertain market and a lightness of existing stocks.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	——	—— 35
Cloves	0 30—0 32	—0 90	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 22	——	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	——	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Pepper, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole		12-15

RICE AND TAPIOCA.—Situation is firm, particularly in tapioca, which the market is almost bare of, and buyers are finding great difficulty in placing orders so that the small lots received go into immediate use. In face of light stocks demand is good. The scarcity of shipping is ruling factor in this market, and freights are said now to be a half cent higher than they were. Pearl and seed are both quoted at 9c to 10c per lb.

Firmness has been added to already strong rice market by recent developments in tapioca and a sympathetic connection is seen in the condition of the two. It is pointed out that an involved situation dependent upon old contracts shows some tendency to govern any changes in rice prices. Demand continues good, and has been accelerated by the falling off in quality of the pea crop, which has turned consumption to rice as substitute.

Rangoon Rices—	Per cwt.
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.		0 05¼
Half bags, 112 lbs.		0 05⅝
Quarter bags	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Market is firm, and prices are gradually creeping higher in most lines to such an extent that consumption is being greatly restricted. Some lines, such as filberts, are twice their normal value. Shelled pecans have advanced another 2c per lb. Shelled walnuts are feature of this market in the scarcity of good qualities, although a large amount of bad stuff is on market. Good grades bring high prices. Shelled peanuts are scarce and dear. Peanuts are easier, and Tarragona almonds are 1c a lb. cheaper; otherwise all changes are upward. Brazil nuts are being offered on this market now.

Almonds, Tara, new	0 16	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 20	0 21
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Additional firmness is feature of tea market this week, which shows great strength as result of unchanged ruling factors. Further advances are reported from primary markets that add to feeling here, even though no direct price changes occurs. Market is irregular in some of its main features, and stocks larger than required in some cases as result of covering in case higher duties went into effect with recent budget, but holders of stocks of real good teas continue to command good prices for them in spite of this inclination to an easier feeling that exists.

February auctions in Calcutta wound up with the highest prices yet quoted prevailing, even for the cheapest black teas. Colombo quotes 5c higher than in December, and freights are largely blamed for condition in both cases.

Volume of trade passing is less than that of a few weeks ago, but no complaints are heard.

COFFEE.—Market is unchanged in its essential features, is quite steady, and maintains its strength of the past month or so. Reports of strength at primary points tend to stiffen feeling here, otherwise no change is noticable, as result of stronger reports on Javas and Mochas. The former are reported as being diverted to Holland points and the latter as scarce.

DRIED VEGETABLES.—Market is unchanged in price and ruling conditions, except that peas are a little easier and sales are reported at decline of 10c as result of quiet demand, that is largely based on poor quality of goods offered. Stocks in both peas and beans are fair; trade normal, and prices nominal.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers		4 00
Yellow eyes, per bushel		4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split bag, 98 lbs.		6 00
Barley, pot, per bag		3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Good demand is feature of this market, and has developed into an unusual one in case of salmon. Prices are firm at the recent advance, which in some cases amounted to 7½c, and general level of prices is now $1 to $1.05. Gallon apples have advanced to $2.75.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—	
1 lb. talls, cases, 4 doz., per doz.	2 52½
1 lb. flats, cases 4 doz., per doz.	2 72½
½ flats, cases 8 doz., per doz.	1 57½
Five cases or more, 2½c doz. less than above.	
Chums, 1-lb. talls	0 90
Pinks, 1-lb. talls	1 20
Cohoes, 1 lb. talls	1 45
Red Springs, 1-lb. talls	2 00
Humpback, ½-lb. tins	0 60
Canned Vegetables—	
Tomatoes, 3's	1 07½ 1 10
Peas, standards	0 90 0 92½
Early June peas	0 95 0 97½
Extra sifted peas	1 52½ 1 55
Corn, 2's, doz.	0 92½ 0 95

Fruits—	Group A
3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gals. Apples, Standard	3 50
Gals. Apples, Preserved	4 25
Gals. Blueberries (Huckleberries), Standard	6 50
2's Cherries, Red (pitted), light syrup	1 50
2's Cherries, Black, pitted, heavy syrup	1 90
2's Cherries, Black, not pitted, heavy syrup	1 55
2's Cherries, Red, pitted, heavy syrup	1 90
2's Cherries, Red, not pitted, heavy syrup	1 55
Gals. Cherries, Red, pitted	8 50
Gals. Cherries, Red, not pitted	8 00
2's Blueberries (Huckleberries), Standard	1 55
2's Blueberries (Huckleberries), Preserved	1 90
2's Cherries, White, pitted, heavy syrup	1 90
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 50
2's Currants, Black, Preserved	1 80
Gals. Currants, Black, Standard	6 25
Gals. Currants, Black, solid pack	8 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 80
Gals. Currants, Red, Standard	5 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 50
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2½'s Peaches, White, heavy syrup	1 90
3's Peaches, White, heavy syrup	2 40
1's Peaches, Yellow, heavy syrup, talls	1 25
1½'s Peaches, Yellow, flats, heavy syrup	
2's Peaches, Yellow, heavy syrup	1 50
2½'s Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	
3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pineapple, Whole, heavy syrup	2 80
2's Pineapple, Sliced, Hygeian Brand	
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40

Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Ontario Markets

Toronto, March 16.—One effect the Lenten season is having on grocery trade is the boosting of Canadian canned fish. Usually there have been stocks of English branded canned fish come over, products such as lobster, haddie and so forth. These are not arriving this year, and consequence is a boost for Canadian canned fish. Big trade is doing in domestic haddie, domestic herring, salmon and so forth, at reasonable levels.

Canned fish generally has had a fillip recently, dealers reporting good sales in better grades of salmon, sockeye, etc., to quite a remarkable extent. This, they claim, is largely the result of Lent, although they admit that Lent never was quite so beneficial to them before.

By the way, it is reported that the Imperial Canneries, Limited, of Montreal, have secured a $91,000,000 contract for canned meats from foreign war offices. If this is so, it will mean a firmness and probably an increase in price in this class of goods. Such a huge order would be a potent market factor. So, too, will prove the three million dollar order for pork and beans secured by a London, Ont., concern, as reported recently. Orders of this magnitude cannot be filled often without affecting market conditions.

SUGAR.—The market, keeping up its recently acquired reputation, is up another 15c this week. This took place on Tuesday. Altogether, in three weeks there has been an advance of no less than 45c. Sugars are now higher than at any time since the outbreak of war and for many years. A year ago sugar was $6.86. Same causes as were formerly the reason for advances were again the reason in this case. Raws are materially higher. Refiners are now buying heavily, even at advanced levels. The material advance in raws, it is said, is caused by speculation in New York. So far as crop conditions in Cuba are concerned it now appears certain that there will be a slight decrease through the drought existing there. Nevertheless, the crop will be larger than before. English buying is also a factor in putting up the market. Britain is buying very heavily, doing the grinding, it is said, herself. There is no outlook for lower levels immediately; sugar men see a firm market only, apparently, for some time to come.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 26
20 lb. bags	7 36
10 lb. bags	7 41
2 and 5-lb. cartons	7 53
Nova Scotia refined, 100-lb. bags	7 16
New Brunswick refined, 100-lb. bags	7 20
Extra Ground Sugars—	
Barrels	7 66
50 lb. boxes	7 86
25 lb. boxes	7 96
Powdered Sugars—	
Barrels	7 46
25 lb. boxes	7 86
Crystal Diamonds—	
Barrels	7 81
100 lb. boxes	7 91
50 lb. boxes	8 11
Cartons (20 to case)	8 56
Cartons (50 to case)	9 46
Crystal Dominoes, carton	8 91
Paris Lumps—	
100 lb. boxes	7 91
50 lb. boxes	8 11
25 lb. boxes	8 11
Yellow Sugars—	
No. 1	6 56

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—The London market on Ceylons on Monday of this week was up a ½c, and closed very firm. A cable from Colombo, also on Monday, reported that market a full halfpenny higher and very firm. It also went up a halfpenny last week. Extra freights are largely the reason for the advance in Colombo, importers here and in London being severely handicapped by the dearth of boats. Submarines, which are showing still greater activity, are also a factor in keeping insurance up at a very high level. Locally, there is little of interest. The trade is buying averagely.

As we go to press, a cable from London, England, reports the market there on Tuesday to be up a full halfpenny.

MOLASSES AND SYRUPS.—The tie-up in freights between the West Indies and Montreal gets worse rather than better, and one West Indian house reports that the earliest it can procure freight space is June. All this contributes heavily to the stringency in market conditions affecting molasses. Prices are very firm on all orders, and in every case shippers stipulate, subject to confirmation, thus defending themselves against unforeseen cancellation of their ocean space.

Corn Syrup—		
2s, per case 2 doz.	2 60	2 73
5s, per case 1 doz.	3 00	3 08
10s, per case ½ doz.	2 90	2 96
20s, per case ¼ doz.	2 91	2 97
½ barrels, per 100 lbs.	....	4 40
B. C. Cane Syrups—		
2-lb. tins, 2 doz. to case, per case		3 15
5-lb. tins, 1 doz. to case, per case		3 50
10-lb. tins, ½ doz. to case, per case		3 30
20-lb. tins, 3 tins to case, per case		3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls.	0 57
New Orleans, ½ bbls.	0 36

DRIED FRUITS.—Buyers here are purchasing prunes eagerly in large amounts and ordering frequently. Prices on 80's-90's and 90's-100's are up slightly, while all prune levels are firm. Dealers appear to be lightly stocked and are buying right along now. At the Coast, prunes show their first sign of easiness in days. This is said to be result of British embargo orders, buyers being wary of stocking up with supplies they could not move easily. There is no news of interest as to futures, 1916.

Currants are in a very firm position here, and show an increase of about a full cent. on all grades. Dealers are dry and stocks in jobbers' hands are very small comparatively. Currants had been more or less quiet for a few weeks before this jaunt, but it is felt that currants for some time are bound to rule firmly.

Peaches are very firmly held here, duplicating the Coast and New York. The spasmodically heavy buying of recent weeks has dropped, but steady demand and light supplies keep levels quite firm.

Raisins show little change; indeed they are somewhat dull at the moment.

Evaporated apples and apricots are selling hand-to-mouth only.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 11
Extra choice, 25 s, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08¼	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¼	0 07¾
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy, m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seled, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—This market is dull and featureless; nothing of interest to the trade shows itself at all. Steady but limited demand, distributed among all lines, is the only thing to report.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

BEANS.—Beans and peas pursue the even tenor of their way, heavy demands—compared to supplies—continuing to be feature in both cases. Good quality stuff is still scarce in all grades, inferior stuff being the more plentiful, but itself scarce by the side of demand. Hand-picked beans are worth $4.75, and get the burden of inquiries.

Beans, choice primes, bush	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 06	0 06¼

SPICES.—High freights and difficulties of procuring tonnage keep all Eastern lines very firm and high Black and white peppers in particular are in demand. Stocks of allspices are said to be light, and trade is putting in heavy demand for it. Cream of tartar and cassias are firm at reigning levels—but then the whole list is strong, no weakness showing anywhere.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	—0 19	0 16—0 18
Allspice, whole	——	—0 15
Arrowroot	——	0 15—0 20
Bay leaves	——	—0 20
Bicarb. soda	——	—0 03½
Caraway seeds	——	—0 25
Cassia, whole	——	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	——	0 30—0 35
Cayenne, Jap. chillies	——	—0 40
Celery seed	——	0 45—0 60
Celery salt	——	0 30—0 35
Celery pepper	——	0 30—0 35
Cinnamon, Batavia	——	0 30—0 40
Cloves, whole	——	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	——	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	——	0 28—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 85—1 00
Mustard, pure	——	0 28—0 30
Mustard seed	——	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	——	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	——	0 37—0 42
Pastry spice	——	0 25—0 30
Paprika	——	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	——	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	——	0 30—0 35
Pickling spice	——	0 18—0 22
Sage	——	0 45—0 50
Saltpetre (chili)	——	—0 10
Thyme	——	—0 26
Turmeric	——	0 20—0 22

COFFEE.—Market is more or less dormant, and shows little feature. Trade is buying in a hand-to-mouth way only. Only topics of conversation in coffee circles seem to be the scarcity of freights, which is tightening levels steadily, and poor crop prospects. However, neither of these has had any positive effect on wholesale price as yet.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 33
Maracaibo, lb.	0 22	0 23
Mexican lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 23
Chicory, lb.	0 12	0 14

RICE AND TAPIOCA.—Prices continue to advance steadily on all kinds of tapioca. The street, except in none or two isolated cases, has been caught short on supplies, and now freight difficulties are tying up importing. One wholesaler is said to have a couple of cars and is selling at lower than quotations, but he is the lucky exception, not the rule.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 10
Seed, per lb.	0 09	0 10

Manitoba Markets

Winnipeg, March 16.—The big feature of market last week was advance in sugar. This had been predicted by trade here on account of high market for raws prevailing in New York. As further advance in the latter market occurred on Friday last, rise in refined here would not be surprising, a further advance is expected. Winnipeg trade are expecting eight cent sugar if conditions keep on as at present. The latest advances bring Eastern sugar to a basis of 7.75, and B.C. sugar to 7.85. In view of the high cost of sugar, it was found necessary to make a big advance in the price of B.C. cane syrup, which amounts to an average of 50c per case. This advance comes rather late, as western cane syrup has been selling at same figure as it was when sugar was quoted at six cents.

There were no startling features to flour market last week. Further changes were contemplated, but wheat market, while remaining unsteady, confined itself within small limits, which did not warrant a change in price of flour. Wheat market is very uncertain, and is governed more or less by the railways. The Railway Commission has ordered the C. N. R. to send cars to the Goose Lake section to remove grain which is lying in the open. If the railways assist in the removal of this grain, the market may decline further. There is considerable wheat lying out, which is liable to be ruined when the spring rains fall. The market for rolled oats is in a very weak condition on account of cheaper raw material, and a falling off in demand owing to the approach of spring. As low as 1.90 is being charged for 80's for car loads, and lower prices still are expected. The price of packages has also dropped to 3.75 per case, which has been influenced to a large extent by certain millers giving away expensive premiums.

The grocer will require to watch the egg market carefully during the next few weeks, as receipts from the country are arriving with unexpected suddenness, and in large volume. Many wholesalers were caught last week with too many American eggs on their hands. New laids were selling for 25c last week-end, and are probably lower by this. The hog market touched a record high level last week on account of storms, but there should be a reaction this week, and probable lower prices on meats.

SUGAR.—The B.C. Sugar Refining Co. have made four advances in price of their refined in the last two weeks, which is now quoted on a basis of $7.90. An advance was also made in price of eastern sugar, which brings quotations for Montreal up to $7.90, and for Western Ontario up to $7.85. Further advances are expected in quotations on sugar, as some refiners are getting rather short of raws. Fact that New York went up 15c last Friday indicates that the end has not been reached, and it is confidently predicted Winnipeg retailers will be paying 8c before the market ceases to advance. The advances in Eastern sugars occurred on Thursday last, and again Tuesday. In spite of the higher market, demand just continues hand to mouth, the consumption having been curtailed considerably on account of the high prices prevailing.

	Per cwt., in sacks
Sugar, Eastern—	
Standard granulated	7 90
Extra ground or icing	8 71
Extra ground or icing, bbls.	8 64
Powdered, boxes	8 55
Powdered, bbls.	8 06
Hard lumps (100-lb. case)	8 86
Montreal yellow, bags	8 1[illegible]
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 85
Halves, 90 lbs., per cwt.	7 95
Bales, 20 lbs., per cwt.	7 95
Powdered, 50s	8 00
Powdered, 5s	8 90
Icing, barrels	8 55
Icing, 50s	8 70
Cut loaf, barrels	8 65
Cut loaf, 50s	8 90
Cut loaf, 25s	9 1[illegible]
Sugar, British Columbia—	
Extra standard granulated	7 90
Bar sugar, bbls.	8 05
Bar sugar, boxes	7 60
Icing sugar, bbls.	8 25
Icing sugar, boxes	8 50
H. P. lumps, 100-lb. cases	8 75
H. P. lumps, 25-lb. boxes	9 00
Yellow, in bags	7 50

SYRUPS.—A heavy advance was made in B.C. cane syrup last week, which was expected by the trade on account of high prices prevailing for sugars, and because same price has been ruling on syrups even when sugar was as low as 6c. The demand is good for this line, and trade feels that price is right compared with the prices being paid for sugar. The advance was as follows:—40c per case on 2 lb. tins; 65c on 5 lb. tins; 55c on 10 lb. tins; and 50c on 20 lb. tins. Corn syrup holds firm, but no further advances are expected.

Corn Syrup—	
2s, per case 2 doz.	2 73
6s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case, ¼ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 55
5-lb. tins, 1 doz. to case, per case	4 15
10-lb. tins, ½ doz. to case, per case	3 85
20-lb. tins, 3 tins to case, per case	3 75

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 — 0 37

DRIED-FRUITS.—There is a much easier market on all California stuff on account of the embargo being placed on luxuries by the British government. No definite information is available regarding this embargo, but the information which has leaked out, has already had the effect of causing a temporary weakness. Should, however, the British government deny any intention of putting an embargo on California fruits, the situation would be changed immediately. All California fruits are affected with the exception of raisins, which remain very stiff. Local prices are not affected in the least by this news. It is understood that the embargo proposed by the British government is intended to prevent importation of any goods not absolutely required. The evaporated apple market continues very week.

Dried Fruits—		
Evaporated apples, choice, 50's		0 10½
Evaporated apples, choice, 25's		0 10¾
Pears, choice, 25's		0 12⅞
Apricots, choice, 25's		0 13⅝
Apricots, choice, 10's		0 14⅝
Peaches—		
Choice, 25-lb. boxes		0 07⅝
Choice, 10-lb. boxes		0 08⅝
Currants—		
Filiatras, per lb.		0 10¾
Filiatras, fresh cleaned		0 11¼
Washed	0 11⅛	0 12
1 lb. package Amalias		0 12
2 lb. package		0 24
Dates—		
Hallowee, loose, per lb.		0 08
Hallowee, 12-oz. pkgs.		0 08¼
Fard dates, 12-lb. boxes		1 25
Raisins, California—		
16 oz. fancy, seeded		0 10¼
16 oz. choice, seeded		0 09¾
12 oz. fancy, seeded		0 08¼
12 oz. choice, seeded		0 08⅛
Raisins, Muscatels—		
3 crown, loose, 25's		0 09¼
3 crown, loose, 50's		0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached		0 16¾
California, 25's, fancy bleached		0 17
16-oz. pkgs.		0 17½
Raisins, Valencias—		
4-cr. layers, 28-lb. boxes		4 10
4-cr. layers, 8-lb. boxes		1 06
Fancy selected, 14-lb. boxes		1 90
Raisins, Cal. Valencias—		
25-lb. boxes		0 09
50-lb. boxes		0 09⅞
Prunes—		
90 to 100, 25s		0 08¼
80 to 90, 25s		0 08⅝
70 to 80, 25s		0 09
60 to 70, 25s		0 09½
50 to 60, 25s		0 10¼
40 to 50, 25s		0 11¾
30 to 40, 25s		0 12½

DRIED VEGETABLES.—Enough Japanese beans have arrived on this market lately to last for the next two months. Very few Ontario beans are being held here, the demand being mostly for hand picked Japans. There is no change in the pea situation, and very little is being sold.

Beans—		
Choice, white, 3-lb. pickers, per busb.		4 50
Fancy, hand-picked, bushel		4 60
California Lima Beans—		
Bag lots, 80-lb. sacks		0 07¼
Barley—		
Pot, per sack, 98 lbs.		3 20
Pearl, per sack, 98 lbs.		4 35
Peas—		
Split peas, sack, 98 lbs.	6 15	6 25
Whole peas, bushel		3 05
Whole peas, 1 lb. pkgs., case		3 30

RICE.—Market continues firm, and freight conditions are such as to affect the market seriously. Prices will rule higher until freight situation is relieved. Our current quotations on tapioca today are lower even than those being quoted to the wholesale trade.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags		0 05¼
No. 2 Japan, per lb., 100-lb. bags		0 04¾
Siam, per lb., 100-lb. bags		0 06
Patna, per lb., 100-lb. bag		0 06½
Carolina, per lb., 100-lb. sacks		0 08⅝
Sago, pearl, sacks, per lb.		0 06
Tapioca, pearl	0 06¼	0 06¼

COFFEE.—The market on green Rio remains very firm on account of the freight situation from Brazil.

Coffee—		
Green, choice, No. 7 Rio		0 14
Green, choice, No. 5 Rio		0 15
Green Santos		0 18½
Roasted Rio, in bulk (sacks)		0 17¾
Roasted Santos	0 23	0 25
Maracaibo		0 21¾
Chicory, lb., by bbl.		0 09¼
Chicory, lb., 14-lb. tins		0 12¾

SPICES.—Like coffee, spices are holding very firm, the cause for this being entirely due to the freight situation.

Allspice, ground	0 11¼	0 14½
Cassia, ground	0 17¾	0 20¾
Cream of tartar, 98% guaranteed	0 50	0 55
Cloves, whole		0 24
Cloves, ground	0 27	0 28½
Ginger, Jamaica, ground	0 22¼	0 23¾
Nutmegs, ground	0 23½	0 25
Pepper—		
Ground, black	0 19¼	0 23½
Ground, white	0 28¾	0 32½

CANNED GOODS.—There is a firming up already noticed in this market, and it is certain as spring approaches higher prices will rule. Canned goods have certainly been selling in the East much lower than they should have been, but the situation is firming up, and holders are not inclined to budge on prices, that is where held by people who can afford to stick to them.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, B.C., March 16.—Wholesale prices of feed grains dropped today. Wheat and barley are now cheaper by $4 a ton and corn and oats by $2 a ton, flour and hay quotations unchanged. New potatoes and beans have come from Florida and cucumbers from Illinois. Cukes also came in from California—there are large stocks of oranges on hand and it is expected that there will be some changes in the price of this earlier in the week. Haddies advanced in price. No. 1 feed wheat $40, No. 2, $38, corn, whole, $40 and cracked $42, oats whole, $30 and crushed $32. Haddie fifteen and thirty pound boxes 15, Kippers .07, smoked salmon .15 to .20. Only small catches of fish are being brought in from the northern banks where the weather is had.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins		0 21
Cheese, Stilton, lb.		0 23¼
Eggs, local fresh		0 26
Grapefruit, Florida, case		7 00
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 80
General—		
Almonds, shelled, lb.		0 42½
Beans, Lyton, per lb.		0 06½
Cream of tartar, lb.		0 55
Beans, Lytton		0 06¾
Figs, 12-10 oz. pkgs., per box		0 90
Figs, 50-60 oz. pkgs., per pkg.		2 25
Cocoanut, lb.		0 18½
Cornmeal, bail		3 00
Flour, best patents, per bbl.		6 80
Grapefruit, Flo., case		6 00
Honey, Idaho, 24 lbs.		4 50
Lemons, box		4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton		20 00
Rolled oats, bail of 80 lbs.		2 80
Onions, Oregon, cwt.		1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		7 65
Sugar, yellow, per cwt.		7 00
Walnuts, shelled, lb.		0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.		2 25
Jams, 4-lb. tins, doz.		7 50
Canned Goods—		
Apples, gals., 6-case		1 62
Beans, 2's		2 10
Corn, standard, per 2 doz. case		2 15
Peas, standard, per 2 doz. case		2 10
Plums, Lombard, 2's, case		1 90
Peaches, 2½'s, case		4 00
Strawberries and raspberries, 2's, case		4 50
Tomatoes, standard, per doz., case		2 30
Salmon—		
Sockeye, 1's, 4 doz. case		9 00
Sockeye, ½'s, 8 doz. case		10 75
Pinks, 1's, 4 doz. case		4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.		0 12
Prunes, 70-80, 25's, lb.		0 08
Currants, per lb.		0 12
Raisins, seeded, lb.		0 09¼
Peaches, per lb.		0 06¼
White figs, per lb.		0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Alta., March 16.—Sugar is up thirty-five cents. There has been slight advance on all packages salt. Hams and bacons are up one cent. Peas corn and tomatoes will undoubtedly be higher soon, while beans may also see advance. Local new laids are very plentiful and now are offered at five fifty, cheap cooking apples cannot now be had. Butter is easier; creamery sells at 35c and dairy at 25c.

General—		
Beans, small white Japan, lb.		0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.		0 75
Rolled oats, bail		2 65
Rolled oats, 80s		2 66
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per busb.	0 60	0 75
Sago and tapioca, lb.		0 07½
Sugar, pure cane, granulated, cwt.		8 50
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 18	0 22
Butter, creamery, lb.		0 35
Butter, No. 1, dairy, lb.		0 25
Lard, pure, 3s, per case		9 90
Lard, pure, 5s, per case		9 85
Bacon, smoked backs, per lb.		0 23
Bacon, smoked bellies, per lb.		0 24
Canned Goods—		
Tomatoes, 3s, standard, case		2 85
Corn, 2s, standard, case		2 35
Peas, 2s, standard, case		2 45
Tomatoes, gals., case		2 10
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, tails, 48xls, cs.		10 00
Salmon, pink, tails, 48xls, per case		4 50
Lobster, ½s, per doz.		3 00
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 25	1 75
Bananas, lb.		0 04½
Grapefruit, Florida, case	5 00	5 25
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	50 00	60 00
Lemons, case	4 50	5 00

ALBERTA MARKETS (EDMONTON)

Edmonton, Alta., March 16.—This week registered decline of one-eighth cents a pound in prunes. Slight decline in peaches. All California evaporated fruits show weakness. Sugar advanced fifteen cents on Tuesday. Flour market is same as last week.

General—		
Beans, Japan, lb.		0 07½
Bran, ton		20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's		1 35
Rolled oats, bail, $3.05; 80's		2 45
Flour, fancy patents, 98-lb. sack		2 95
Flour, seconds		2 85
Rice, Siam, per cwt.		4 15
Shorts, per ton		22 00
Sugar, standard gran., per cwt.		8 30
Sugar, yellow, per cwt.		7 70
Walnuts, shelled, lb.		0 39
Produce and Provisions—		
Cheese, lb.		0 21
Bacon, lb., 20c; bellies, lb.		0 22
Butter, creamery, per lb.		0 38
Butter, dairy, No. 1, 32c; No. 2		0 29
Eggs, extra, per doz.		0 55
Eggs, No. 1		0 50
Eggs, No. 2		0 30
Lard, lb., pure		0 15½
Canned Goods—		
Corn, standard, per two dozen		2 25
Peas, standard, 2 dozen		2 30
Plums Lombard		2 25
Peaches		3 55
Strawberries, $4.45; Raspberries		4 00
Toatoes, standard, per 2 doz.		2 85
Salmon, sockeye, 4 doz. talls, case, 1s		9 65
Salmon, pinks, case		4 14
Cohoes, 1's, $5.80; humpbacks, 1's		4 35
Lobster		2 35
Dried Fruits—		
Currants, per lb.		0 13½
Prunes, 70-80, 25's, lb.		0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's		0 12

SASKATCHEWAN MARKETS

By Wire

Regina, Sask., March 16.—Sugar advanced ten cents on March 8, nearly all lines candy are higher in sympathy with

sugar. Fresh eggs slightly lower at 23. Business is generally brisk; markets are fairly quiet.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 23
Eggs, fancy, storage	....	0 22
Lard, 3's, per case	....	10 00
Lard, 6's, per case	....	9 96
Lard, 16's, per case	....	9 90
Lard, 20's, per case	....	3 30
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.	....	0 18
Cornmeal, bail	....	2 80
Flour, 98's	....	3 25
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard, gran., per cwt.	....	8 04
Sugar, yellow, per cwt.	....	7 64
Tapioca and sago, lb.	....	0 07¾
Walnuts, shelled, 47-49c; almonds	....	0 45 0 47
Canned Goods—		
Apples gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 85
Cohoes, 1's	....	6 90
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	6 00
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	0 90
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, March 16.—General upward tendency of market is reflected in various lines many advances being noted during week. Sugar after five advances totalling 55 cents in one month is now 10 cents higher than the record price of Oct. 1914. Prices are now standard granulated, $7.30; United Empire, $7.20, Bright yellow, $7.10; number one, yellard, compound is up to ¼c to 13½c. Molasses is at highest price in a long time at 49 to 50 cents owing to scarcity. Only a small quantity is carried by steamers and not a single sail cargo this season. Efforts now being made to secure vessels for this trade. Shortage in hogs is given as reason for sharp advance of American clear pork to $29 and $30. Lard is up to 15¾c and 16c; lard, compound is up to ¼c to13½c. Flour is slightly easier; Manitobas dropped to $7.35; Ontario now $6.80. Rice shows advance to $5.75 and $6. Currants firmer at 12½c to 13c. Cream of tartar advanced to 48 to 50c. Beans show under range with better grades from United States now $4.00 to $4.50. Eggs new laid are 32 to 33c, case 27 to 28c. Messina lemons dropped to $3.50 to $4.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	....	3 45
Pork, American clear, per bbl.	29 00	30 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 32	0 33
Eggs, case, per doz.	0 27	0 28
Lard, compound, per lb.	0 13	0 13½
Lard, pure, per lb.	0 15¾	0 16
Cheese, new	0 18½	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 80
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.	....	3 75
Sugar—		
Standard granulated	7 25	7 30
United Empire	7 15	7 20
Bright yellow	7 05	7 10
No. 1 yellow	6 85	6 90
Paris lumps	8 00	8 25
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 49	0 50
Cream of tartar, per lb., bulk	0 48	0 50
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

Princes of Bad Writing

"TELL the gentleman who copied this dispatch to write a larger, rounder hand, to join on the letters in the words and to use blacker ink." Thus wrote Lord Palmerston, who was himself the most careful and beautiful writer, and a great stickler for care and legibility in this respect, to the Duke of Argyll in 1851.

But his admonitions were evidently not taken to heart by Parliamentarians, for in 1867, when the House of Lords was in committee on the reform bill, the clerk of the House received an amendment, the writing of which was so bad that he could neither read it nor learn who had sent it. It afterward transpired that Lord Lyttleton was the writer, and that the amendment proposed the disfranchising of all persons unable to write.

Lord Curzon, whatever he may be to-day, was, in his college days, an extremely illegible writer, and he is perhaps the only man who has made money out of an absolutely unreadable "fist."

One day, when a young man, he wrote two letters—one, in studied phrases, to a relative, and the other, containing some very sarcastic comments on the relative to an intimate friend. Young Curzon unfortunately put the letters into the wrong envelopes and too late discovered that he had sent his candid criticisms, meant only for his friend's eyes, to the relative whom they concerned. He was perfectly horrified and awaited his relative's reply in fear and trembling. It came:

"I have not been able to read a line of your scrawl," he said, "but I suppose it's money you're after, so I enclose a cheque."

The illegibility of Horace Greeley's handwriting was notorious, but he had a formidable rival in Joseph Choate, a former ambassador to the court of St. James. Choate wished to obtain designs for a chimney-piece for a new house he was having built from a certain artist, but, being unable to get what he wanted, wrote to the builder telling him to cancel the order. Instead, the workman immediately began the chimney-piece. The builder had taken Choate's letter to be a rough sketch of it!

Among living authors the palm for bad handwriting has been awarded to Cunninghame Graham, who some years ago wrote a letter for publication in one of the newspapers. The letter duly appeared, but in so mutilated a condition that the author wrote again, remonstrating indignantly with the editor. The editor retaliated by publishing the letter of remonstrance with the comment: "If in future Mr. Graham will sit in a chair when writing and not on horseback, and use a pen instead of the candle-snuffers, we think we may be able to do him justice."

The late Joaquin Miller, "the poet of the Sierras," can claim to be one of the worst writers among authors that ever lived. The secretary of a literary society received an invitation to attend a banquet, but could not decipher a word. He wrote to the poet explaing his difficulty and asking if the poet, in replying, would merely place a cross at the bottom of his note if he was coming, or a circle if he was not. Miller graciously complied with the request, but his intentions had to remain a mystery until the night of the banquet, for it was impossible to tell whether the mark at the bottom of his note was a cross or a circle.

From Germany comes the crowning instance of illegibility in writing. Johann Bacher, a musician of the last century, spent 15 years in compiling a history of the Viennese opera. When the work was finished he submitted it to the Imperial academy. In three months it was returned with an intimation that no member of the academy could read it. Bacher tried to have it copied, but no copyist would undertake the task after seeing the manuscript.

In despair, Bacher decided to dictate the work, only to find that even to himself the handwriting was indecipherable. The thought of the wasted years of unceasing research work unhinged his brain and in a fit of depression he committed suicide.—Tit-Bits.

THROUGH OTHER SPECTACLES

REASONS FOR BUYING AT HOME

From the Guide, Killarney, Man.

While we recognize the perfect right of every man to buy where he pleases and how he pleases, even to the complete exclusion of the home dealer, we question very much the wisdom of his doing so. We may be wrong, for it is a question which every man must solve for himself. However, here are five reasons why we think you should patronize home dealers when possible. Read them, investigate, and use your own judgment:

(1) Considering quality, freight and service, home prices are as low or lower than mail order prices, statements by mail-order houses to the contrary notwithstanding. The mail order house attracts business through playing upon man's weakness to look upon distant fields as greener than those at home.

(2) Home merchants are in a position to render incomparably better service than distant houses, and they do give such service. This is true because, one who buys of a home merchant may see the goods in person, discuss merits of articles and have other privileges that are not possible when he deals with a mail order house.

(3) By the nature of things, one may rely upon home merchants more than upon distant mail order houses. This because the home merchants meet their patrons face to face and have to make good. If a bad purchase is made it will be brought back or a personal complaint made. The mail order house is virtually free from such trouble. You know what that means.

(4) The home merchant is in position to extend credit accommodations and is generous and courteous in doing so; not so the mail order house. In this country, where men and money are both busy, credit accommodations mean much. The home merchant is your friend when you are in need, and he is at least entitled to fair treatment when you have cash to spend.

(5) The interests of country people and of home merchants are identical, and self-interest calls for patronizing such stores.

ANOTHER SUGAR PANIC

From the Scottish Trader.

Once again there has been something approaching a panic in regard to sugar. Fortunately it was neither so widespread nor of such a disastrous character as the sugar-buying madness which seized the public about eighteen months ago. But it was quite bad enough, and had it assumed anything like the proportions of the last panic it is hard to say at what price sugar would be retailing to-day. Eighteen months ago, shortly after war was declared, there was such a run on sugar that the price speedily rose from 2d to—in some instances—a shilling per lb. When it dropped to 7d and seemed likely to remain at that price a great outcry arose against the grocers, who, it was alleged, were exploiting the public. The fact is, it was the selfish and insensate folly of the public that was responsible for the abnormal price. And if sugar refiners, sugar brokers, and those who held stocks of sugar realized that they were dealing in a commodity which the British public regarded as indispensable, we cannot blame them if they felt compelled to take steps in order to restore the disturbed equilibrium of demand and supply. But the Government yielded to popular clamor, and not only fixed a maximum price, but they also assumed control of the sugar supplies. But not even the Government could force back the price of sugar to pre-war rates, and there are people who insist that the reason why we are paying a hundred per cent. more for sugar to-day than we did eighteen months ago is because the Government's experiment to fix the price of a commodity extra-economically has been to some extent a failure.

In any case, the sugar problem was quite forgotten until the other day, when the Sugar Commissioners, with the very best intentions, issued an admonition to the public to be economical in the use of sugar, as the supplies for immediate use were not too large. Such an intimation, as some traders feared, had the immediate effect of causing a run on sugar by those selfish members of the community for whom sugar possesses an inexplicable allurement. Sugar seems to have bewitched them. They will eat margarine instead of butter, do without butcher meat, and do their bit in the great war in every respect but one. They cannot do without sugar. A prominent suburban grocer told the other night of a customer coming into his shop for some sugar. He offered to supply her with 28 lbs., but she was rather disappointed as she wanted to purchase a cwt. Enquiry elicited the information that the household consisted of two people! Is it necessary to make any comment upon an incident like that? If people are eagerly trying to buy sugar in quantities far beyond their requirements, no wonder the supplies get short now and then. Assuming that the customer to whom reference is made above, used 4 lb. of sugar in a week, a very liberal allowance for two people, a cwt. would last for about eight months. It is sincerely to be hoped that there will be no further recurrence of this panic sugar buying.

A SHORTAGE OF PAPER

From London, Eng., Grocer

Since we called attention, in our issue of January 29, to the pending prohibition of "a large percentage" of the imports of paper and paper-making materials and pointed out that this would have a considerable effect upon all paper users, among whom members of the grocery and provision trade constitute an important section, many representations have been made to the President of the Board of Trade urging that all possible consideration should be given to the various trades chiefly concerned, and there is excellent reasons for believing that these representations have not been entirely without effect. A fortnight ago the opinion prevailed in well-informed quarters that the prohibition would mean a reduction of paper supplies equal to some 50 per cent., but the announcement issued by the Board of Trade on Wednesday, as printed on another page, shows that the reduction in importation is for the present 33 1-3 per cent. although, it is stated, "experience may show that a larger reduction may prove possible." Retail grocers and provision dealers will realize that a reduction of their wrapping paper supplies by a third is serious and necessitates the greatest possible economy in the use of papers and bags. Already, many of the grocers' associations, acting upon our recommendation, have issued cards for exhibition in their members' shops urging such economy. The Guildford Association, for example, has issued a notice which reads as under:—

GUILDFORD AND DISTRICT GROCERS' AND PROVISION MERCHANTS' ASSOCIATION

The price of paper and string having become almost prohibitive, it is of urgent importance that every care should be taken in the use of both. Assistants are urged to take special notice of this, and act accordingly.

And, as reports of meetings of grocers' associations show, many retailers are impressing upon their customers the need for less liberality in the use of wrapping papers. Hitherto many retail grocers and provision dealers have been almost wasteful in their methods of packing goods for customers, who, in consequence, have been educated to become unnecessarily and unreasonably exacting in their expectations. The shortage of paper will have the effect of enforcing an economy which will probably be practised long after the war is ended.

A REAL GUARANTEE

From the Inland Storekeeper

What do you mean when you say to a customer: "If that article isn't right, bring it back, and I will make it right?"

How do you treat that same customer when, a week after the purchase, she brings it back and asks for the return of her money?

Do you recognize that the whole value of your guarantee lies in the spirit with which you back it up?

We are all human, and we are all pretty much alike in some things. One of them is that we do not like to be humiliated.

I remember once taking back a suit of clothes for adjustment because it was not as represented. I had been trading with the dealer for some time, and this was my first complaint. As soon as he knew my errand, he treated me as if my errand was to steal something from him, rather than to give him a chance to make good on a guarantee. The guarantee was a bluff, pure and simple. The experience cost me the price of a suit of clothes It cost him my business—and the business of possible future customers that I might have sent his way.

When you put your word and your guarantee behind an article, make it mean something, and, when the customer brings it back because it isn't right, figure that she is doing you a kindness, not that you are doing her a favor.

This kind of thing builds good-will, and good-will is essential to your permanent good fortune. And, as a means to this end, try to deal only in merchandise that you can guarantee, with a minimum of returns. But, however careful you are, some of them will come back, and when they do, greet them with a smile, rather than with an air of resentment.

FARMERS' AND MERCHANTS' CLUBS

(The Tradesman, Omaha, Neb.)

The drawing of farmers into a Farmers' and Merchants' Club is not always an easy matter, especially where a farmers' union has already been organized. The farmers appreciate efforts made by the business men to improve the community, and to afford them entertainment, but they are frequently not willing to lend a hand in this work.

As brought out in The Tradesman before, talk of patronizing the home community, loyalty, etc., does not go very far with them. To clinch matters, it takes demonstrations of the fact that they are actually bettering themselves by trading at home to have any great weight.

Something of this has been learned by the business men of Platte Center, Neb., where a Farmers' and Merchants' Club was organized during the year. So far, few farmers have been drawn into it. Entertainments and other moves for the betterment of the community have been found to be expensive.

However, the Farmers' and Merchants' Club undoubtedly has its place in promoting a better community feeling and in developing the community, and in some places it has proved highly successful.

PRODUCE AND PROVISIONS

Butter Dull: Pork Products Firm

Curious Butter Situation Continues—More American New Laids Coming — Cheese Sharply Higher in England—Lard Prices Advance a Quarter-Cent

MONTREAL

PROVISIONS.—Following the condition outlined last week there has been quarter cent advance in lard as result of the higher cost of hogs which has developed into the special feature of the market. Chicago prices last week reached $9.70, and whole tendency of present market is an upward one, as general opinion is that stocks of pork products in Canada are limited and as deliveries of hogs are light all other lines must show firmness in sympathy. Oils and shortening are up one-quarter cent as a result of advances in crude oil.

In smoked and cured meats prices are well maintained under a lessened demand as a result of the Lenten season. Abattoir fresh killed hogs remain unchanged in price, but decidedly firmer as a result of the advances in the American market combined with renewed activity on the part of Canadian packers and a light volume of supplies coming in.

Hams—		
Small, per lb.		0 21
Medium, per lb.	0 20	0 21
Large, per lb.		0 19
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 30
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14¼
Flanks, bone in, not smoked		0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		30 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 14½
Tubs, 50 lbs. net		0 14¾
Tins, 50 lbs. net		0 14¾
Pails, wood, 20 lbs. net		0 15
Pails, tin, 20 lbs. gross		0 14½
Cases, 10 lb. tins, 60 in case		0 15¼
Cases, 3 and 5-lb. tins, 60 in case		0 16¼
Bricks, 1 lb., each		0 16¾
Lard, Compound—		
Tierces, 375 lbs. net		0 12¾
Tubs, 50 lbs. net		0 13
Tins, 50 lbs. net		0 13
Pails, wood, 20 lbs. net		0 13¼
Pails, tin, 20 lbs. net		0 13¼
Cases, 10-lb. tins, 60 in case		0 14¼
Cases, 3 and 5-lb. tins, 60 in case		0 14
Bricks, 1 lb., each		0 15
Hogs—		
Dressed, abattoir killed		13 00

BUTTER.—Prices remain unchanged although there is an easier undertone to market. Little fresh is coming in and storage stocks are being heavily drawn on with no source of replenishment available. Lenten demand has added to firmness of market and inquiries from outside points continue to be in evidence, but buying is in such small quantities that other ruling factors are offset.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Supplies on local market were increased last week by arrival of several cars of American eggs so that week's receipts of new laids were in excess of previous week and prices are down from one to two cents so that eggs are now quoted at 30c. Deliveries of Canadian eggs are much lighter than for the corresponding period of last year so that dealers have been buying freely from Chicago. Although demand is exceptionally good and spot stocks limited, whole feeling of market is decidedly easier, as it is supposed that large stocks are held by the farmers who are unable to market them at present owing to the condition of country roads. Duck eggs are being pushed to some extent on this market at prices ranging from 38 to 40 cents.

Eggs, case lots—	
New laid, stamped	0 30

CHEESE.—A serious situation is developing in cheese as result of acute shortage in supply of rennet which goes into the making and which has hitherto been supplied by Germany and Denmark. Late cables from England quote cheese at record price there of 102s. Prices remain unchanged here on a firm market that shows no changes of note. Demand continues to be only nominal for domestic use as a result of the prevailing high prices based on export demand and small Canadian stocks on hand.

Cheese—		
1915 make	0 20	0 21
Stilton		0 20

POULTRY.—Market is steady and prices firm with advances of 1c in large fowl and two to three cents in small. The offerings that are held by dealers are bringing in higher prices and inquiries are frequent from all sources. No more frozen stuff is coming into market and spot stock consists of left over stocks from November and December purchases which are to some extent going to satisfy Western as well as local demand. Live stock has become practically sole source of replenishment of all stocks which show signs of depletion of present volume of trade continues.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is more nearly the normal one for this time of year and whole tone steadier with unchanged prices and supplies on spot ample to fill all requirements.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section.	0 16
Comb honey, buckwheat, per section..	0 13

TORONTO

PROVISIONS.—The firmness of hogs, duplicated at Chicago, is responsible for an increase in lard prices, and we advance all levels by ¼ cent. Pure has been firm for a couple of weeks, and the continued strength of pork has made all products higher. As to meats, they are suffering from the good business doing in fish, the season of Lent contributing, of course, to this. Levels are therefore somewhat easier, though they are not any lower.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16¼
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14

FRUIT AND VEGETABLES

Lemons Lower: Spanish Onions Higher

Radishes Make Their Appearance—Navels Dearer in Both Markets—California Celery Up But Floridas Down—Cucumbers Much Lower

MONTREAL

FRUIT.—Undertone of market continues firm with no change in its chief features other than an added firmness in oranges which have advanced 25 to 50c in primary markets and added to strength here without, however, making any direct change in price. Light receipts continue to rule banana situation. Lemons are inclined to weakness owing to American advices of increased stocks in New York. Condition of apple market remains unchanged with a good demand for choice fruit. Scarcity of supplies continues to be the ruling factor of the apple market and stocks in sight are only being offered at the late advances.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	5 00
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 50
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	....	2 75
Oranges—		
Navels	2 50	3 10
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	....	0 40

VEGETABLES.—Market is very quiet but firm on the surface, with no declines recorded other than a 75c drop in cucumbers which are now offered at $1.75 per dozen. Artichokes are out of the market until spring. California celery is slightly weaker as a result of the receipt here of the last car of the season which arrived on a bare market and has influenced the stiffness of the price. Potatoes remain unchanged and firm. Cabbages have advanced 75c and are now $2 per bbl. New cabbage from the States is being offered at $3.25. There is a plentiful supply of Florida tomatoes which remain firm since their recent decline at from $3.50 to $4.00 per six basket crate. Spinach has stiffened up and what little is being offered to-day is bringing $5 per bbl., but this advance is looked upon as a purely transient condition that future supplies will care for. Spanish onions are in a similar condition as a result of their 50c advance. They are now offered at $7 a crate. Turnips are firm at $1 per bag. The feeling of the market is easier than a week ago in spite of the firmness indicated by advanced prices resulting from scarcity in some lines.

Artichokes, bag	....	1 50
Beets, bag	....	1 25
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	2 00
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	....	8 00
Celery, Florida	....	3 00
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	1 75
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	1 75
Curly lettuce, box 4 doz.	....	2 40
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	3 50
Spanish, crate	....	7 00
Parsnips, bag	....	1 25
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	4 00
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	3 50	4 00
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Apples have stiffened considerably and in one or two cases, notably Spies, have advanced half a dollar. Navel oranges advanced decidedly within the last two or three days. There are not so many cars coming forward now though there is a large demand. Florida oranges also took a jump, also on light supplies. Lemons show a handsome decline further and ample supplies have come forward. Cuban grape fruit is a little easier on better stocks and easier demand. Other lines show no change. The market is very quiet and more or less dull.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 50
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 50
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	2 75	3 75
Oranges—		
Florida, case	3 50	4 00
Navels	2 75	3 75
Marmalade, case	3 25	....
Lemons, new, Calif., box	3 25	3 50
Lemons, new, Messina, box	3 00	3 25
Limes, per 100	....	1 50
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 00	6 00
Strawberries, Florida, box	0 35	0 40
Tangerines, case	2 00	2 50

VEGETABLES.—Chief event of interest is the decline all round in the price of potatoes. This is roughly about 10 cents, and applies to most grades. Trade is not buying very well just now; they seem to be well supplied. Many lines show changes. Beets are ten cents easier, on a slight demand. Carrots get cheaper as they become more plentiful. Cucumbers have come down half a dollar on larger stocks arriving. That same is the reason for an easier feeling in Florida celery. Spanish onions are up sharply to $6 and $6.25. Parsley is a trifle lower. Radishes made their appearance recently and were eagerly bought. Artichokes are very scarce, and sell for around $1.25.

Artichokes, doz.	1 25	1 30
Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 60	0 70
Carrots, new, bag	0 65	0 75
Cauliflower, case	3 75	4 00
Celery, Cal., case	6 50	6 75
Celery, Florida, case	2 75	3 25
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30
Lettuce, Boston, hamper	2 25	2 75
Mushrooms, imported, 6 qt.	1 75	2 50
Parsnips, bag	0 75	0 90
Parsley, doz.	0 90	1 10
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
British Columbia, bag	....	1 75
Ontario, bag	....	1 85
New, bamper	....	3 50
Sweet, kiln-dried, hamper	....	1 35
Radishes, doz.	0 40	0 50
Rhubarb, doz.	0 65	0 90
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 20	0 30

WINNIPEG

FRUITS AND VEGETABLES.—This market has been very quiet for several weeks past, with few new arrivals to report. A slight easing off in the price

(Continued from page 38.)

Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 12¾	0 13
Pails	0 13	0 13¼
Tins, 3 and 5 lbs., per lb.	....	0 14½
Bricks, 1 lb., per lb.	....	0 14¾
Lard, Compound—		
Tierces, 400 lbs., per lb.	....	0 12¾
Tubs, 50 lbs., per lb.	....	0 13
Pails, 20 lbs., per lb.	....	0 13¼
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Creamery prints are somewhat slack, and we have widened range of prices, quoting 34 to 36. Dairy prints, seconds are cent higher. There is hardly any feature to the market, the chiefly interesting thing about it being that it is not interesting. Creamery is actually being shaded, so quiet is the tone, though it should be with butter sky-high in the States is difficult to say. Advance in prices there is no slight upward trend, but a definite increase from 25c to 31c in six weeks. In this market demand is still only hand to mouth, buyers showing no disposition whatever to stock up against the higher prices which probably will come before the new make is available in any quantity. It is predicted by one man that we shall see 40 cents choice creamery shortly. This is high, and perhaps a little beyond the merit. But higher prices look assured.

Creamery prints, lb.	0 34	0 36
Dairy prints, choice, lb.	0 28	0 32
Dairy prints, lb.	0 25	0 27
Bakers	0 23	0 24

EGGS.—There is no actual change in price to record. Chief feature is that American eggs are pouring in at present and unless as was the case last week, domestic deliveries are better and prices lower, Chicago must continue to get the business. There are large surplus stocks in the States, while the reverse is the case here. Unless the storekeeper can lower prices we shall be swamped with eggs all coming from places other than Ontario. Winnipeg is prepared to lay down new laids here at slightly under prevailing levels.

Eggs—		
New laids, specials, in cartons	0 31	0 32
New laids	0 29	0 30

CHEESE.—Old cheese is strong in this market, heavy demand and light supplies being responsible. New cheese is slow in coming and good quality stuff is scarce. English cables report an advance of two shillings.

Cheese—		
New, large, per lb.	....	0 19
New, twins, per lb.	....	0 19¼
Old, large, per lb.	....	0 19½
Old, twins, per lb.	....	0 19¾
Old, triplets, per lb.	....	0 20

POULTRY.—There is no change in prices. The market is somewhat quiet, Lent affecting it to some extent. Chickens are in best demand, but sales are slow and deliveries only fair.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 18	0 16—0 18
Old turkeys	0 18—0 19	0 20—0 22
Ducklings	0 15—0 16	0 18—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 16—0 18	0 18—0 22
Chickens, milkfed	0 17—0 20	0 24—0 26

HONEY.—The market shows nothing new. Prices and conditions are as usual.

WINNIPEG

PRODUCE AND PROVISIONS.—Many local provision houses were caught last week with large supplies of American eggs on their bands at a time when receipts from the country began to come in freely. As a result of the increase in local supplies, the market took a drop, and new-laids, which were selling to the trade for 28c at the beginning of the week, dropped to 25½c by the end of the week, and are continuing to decline. It is customary for local supplies to come in heavily about this time of the year, but they arrived a little heavier than was anticipated. No storage eggs are offered, supplies having been cleaned up. The live hog market struck a record mark this week owing to storms. Live hogs were quoted in Winnipeg at 10c, which is the highest known at this season. In December last hogs sold in Chicago at $6.50, and 10c hogs were predicted for April. This figure, however, was reached last week. It is expected that when the weather improves there will be a reaction, with heavy runs. This is likely to take place this week. As a result of the high hog market, prices on certain meats, including breakfast bacon and boiled hams, were advanced. Mess pork was advanced to $27 per barrel. There was a slight advance in both pure and compound lard. The butter market has a weak undertone. Fresh-made butter is coming along freely, but a falling off is looked for later on when the warmer weather sets in. The cheese market has no features.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 20	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 14½
Pails	....	2 97
Cases, 10s	....	9 15
Cases, 5s	....	9 23
Cases, 3s	....	9 30
Cartons	....	0 15¾
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	....	0 35
Best dairy	....	0 28
Cooking	....	0 20
Eggs—		
New laids	....	0 25
Cheese—		
Ontario, large	....	0 20¾
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued on page 40.)

of potatoes occurred this week, British Columbias selling for $1.20, and Albertas at $1. A decline occurred in quotations on Florida tomatoes, which are now offered at $5.50 per case.

Fresh Fruits—		
Grapefruit, case	....	4 50
Strawberries, Florida, quart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	....	2 00
B.C. box apples, No. 2s	....	1 75
Washington box apples	....	2 50
Navel oranges, case	3 25	4 00
California lemons	....	5 00
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	15 00
Vegetables—		
Cabbage, per lb.	....	0 02
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 01
Manitoba potatoes, local loads	1 25	1 25
Manitoba potatoes, sacked, carloads	....	1 15
B.C. potatoes	....	1 20
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, bushel	....	0 60
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	7 50
Red Globe, onions, lb.	....	0 04
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Florida tomatoes, case	....	5 50

REORGANIZATION IN KELOWNA

The Merchants' Association of Kelowna, B.C., which has been practically dormant since June last has reorganized and under the new officers promise to be once more the keen active associated which it used to be. The new officers, taken from practically every business line represented in the city are:—President, Wm. Haug, coal and cement merchant; vice-president, Jos. Casorso, butcher; secretary-treasurer, C. H. Jackson, chartered accountant. Other members of executive are J. W. Currie, druggist; D. D. Campbell, grocer; J. Ball, dry goods and men's furnishings; D. Leckie, hardware, and Geo. S. McKenzie, grocer. There is a standing committee of two whose business it is to keep informed on all military and manufacturing items that may be of use to them as merchants and with power to act on any such matters needing immediate attention, also to co-operate in such matters with the city council and the Board of Trade. The fees are $1 per month paid quarterly in advance.

A FISH YARN

The Fishing Gazette tells of a tench which was caught on Sunday, packed in a newspaper, and sent through the post, and when placed in the water on Tuesday showed vigorous life.

VALUABLE AND INTERESTING

Editor Canadian Grocer,

Dear Sir: Please find enclosed money order for subscription to your valuable and interesting paper, the CANADIAN GROCER.

Wishing you all the Compliments of the Season,

ARTHUR DROLET,

714-716 *Rue Saint-Valier,*

Quebec.

FISH AND OYSTERS

Almost a Clean Up on Frozen Fish

Exceptional Scarcity of Haddock and Cod—Lobster at 60c a Pound—Little Fresh Fish to Be Had—Lenten Demand the Best Yet

MONTREAL

FISH.—There has been an exceptionally good business all week particularly in salt and frozen lines with additional firmness of the market. The opening of the Lenten season and the late cold weather has caused a unprecedented demand that caught dealers by surprise.

The cold weather has had the effect of cleaning market completely of some frozen lines. Frozen haddock, market and steak cod cannot be obtained at 10c per lb. to-day. The only supplies in frozen lines which are not practically exhausted are herring, halibut, salmon and smelts. Even lake fish which were so plentiful at the beginning of the season are now getting scarce and a continuation of the cold weather is likely to create a shortage. Demand has not been so great in pickled and prepared lines but a good turnover has resulted. As a result if the stormy weather deliveries fresh fish have not been very limited and fresh haddock has sold as high as 11c per lb.

Trade in bulk and shell oysters has been hampered during the last week by the curtailment of production and prices have been materially strengthened. Lobsters have reached the abnormally high price of 60c per lb.

TORONTO

FISH AND OYSTERS.—Lent has proved a spur to the fish trade—with a vengeance, even anticipations being exceeded by the volume of orders. Fishmen agree that Lent 1916 opened more auspiciously than ever. Not only has demand been good; prices have been firm and high because of a shortage in many lines, as binted at last week. These are notably haddock and cod, the former in particular being short. Haddock is very high in all markets, and 10 cents, our quotation, if anything is on the low side. It is said that a good deal of eastern haddock is going to the States at present, and fetching enormous prices. Cod is also way up, prices now being more a matter of a man's conscience than anything else. Salt and pickled lines are in excellent demand. Lobster is once more too high really to sell, and we quote 60c. Fresh fish are few and far between: there is hardly any about. Oysters show nothing new. They are in good demand, the excellent hotel trade still remaining a feature.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes, dressed, lb.	.11	.11
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	....
Steak codfish, per lb.	.10	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, hulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malnegues, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	....	0 50
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 —14	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —10
Herrings, each	3	3
Flounders	10	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 08
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09¼	.09-.10
Whitefish, small tulibees	.07-.07¼	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08¼-.09	.09-.13
Pike, dressed and beadless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, .S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	....
Herrings, Labrador, half bbls.	3 50	3 50
Lake trout, 100-lb. kegs	5 50	7 75
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, bf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Difficulty is still being experienced in securing supplies of haddies, and the price remains at 9½c, to which point it advanced last week. Wholesalers report that stocks will last pretty well until the end of the month, but that there is likely to be a scarcity after that. Poultry is still hard to get, and is bringing high figures.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 09½
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 21
Fowl, No. 1	....	0 17
Turkeys, No. 1	....	0 27
Geese, No. 1	....	0 21

FLOUR AND CEREALS

Flour Declines Thirty Cents

No Strength to Any of the Markets—Wheat Values Gradually Crumbling, Flour Follows Suit —Feeds and Cereals All Dull

MONTREAL

FLOUR.—The 30c drop in market for spring wheat flour was feature of week since there has been tendency on part of buyers to await developments on steady downward trend of Winnipeg wheat options. This has led to an active market, although business on the whole is better than last week when it was almost at standstill. Travelers report country stocks as heavy and moving slowly and shippers are unanimous in complaining of an intensified freight congestion as a result of the late storm which has brought into unfavorable prominence the embargo on eastern ports which is proving a serious handicap to the trade at this time.

Winter wheat is quiet and buyers are buying only what they have to as a result of overstocks at the old prices. Prices are still nominal, inactive and quiet and freight situation continues to rule market as result of export trade having been interrupted.

	Per bbl. of 2 bags
Manitoba Wheat Flour—	
First patents	6 60
Second patents	6 10
Strong bakers	5 90
	Car lots. / Small lots.
Winter Wheat Flour—	
Fancy patents	5 85 / 6 10
90 per cent., in wood	5 60 / 5 80
90 per cent., in bags	2 70 / 2 75

CEREALS. — Market remains unchanged in price with a slackening of demand imminent with the end of the winter season near and as a result of a declining oat market that makes buyers wary and hard to please; market is quiet but demand is steady.

	Per 98-lb. sack.
Cornmeal—	
Gold dust	2 50
Unbolted	2 25
Rolled Oats—	90's in jute.
Small lots	2 50 / 2 70
25 bags or more	2 50
Packages, case	3 90 / 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 / 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—Market remains unchanged in all essentials and continues to be firm in spite of the decline in wheat and oats combined with light orders and a small volume of business. Present stocks are being guarded to insure future supplies in case of curtailment of production that would follow any closing of flour mills.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—Chief event of interest is the break in Manitobas of thirty cents, putting first patents at $6.50. The last week has been little more or less than an extended break in western wheat values. One week ago No. 1 Fort William at $1.13⅜. At time of writing it is $1.07¾. Trade in wheat is exceptionally quiet. Export business is practically killed for lack of freights.

The flour market itself is quiet, demand being small for local accounts while the freight trouble on the ocean continues to operate towards impeding foreign business. Dealers who can secure immediate space at shipboard can get some export business, but these are few and far between.

Since flour situation is largely dependent on that of wheat it is interesting to see that the opening of navigation will release some 25,000,000 bushels of grain now stored at the head of the lakes, on board ships and at Montreal. This is a large amount: other great wheat producing countries, however, are in equally good shape, and among them Canada, United States, Argentine, Australia and India have some eight or nine hundred million bushels to offer the world. If it can be gotten out to wheat-buying countries, well and good; but can it, and when? With existing freight conditions it is going to take a long time.

	Small lots. per bbl.	Car lots. of 2 bags
Manitoba Wheat Flour—		
Smtll lots		2 75
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 20

CEREALS.—There is no interest in any line at present. Market is off: prices are weak; business is small: and the market is colorless. Even barley is no longer strong, and oats are dull.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 76
Oatmeal, granulated, 98 lbs.		2 76
Peas, Canadian, boiling, bush.		3 00
Peas, split, 98 lbs.		6 00
Rolled oats, 90-lb. bags		2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.		2 80
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

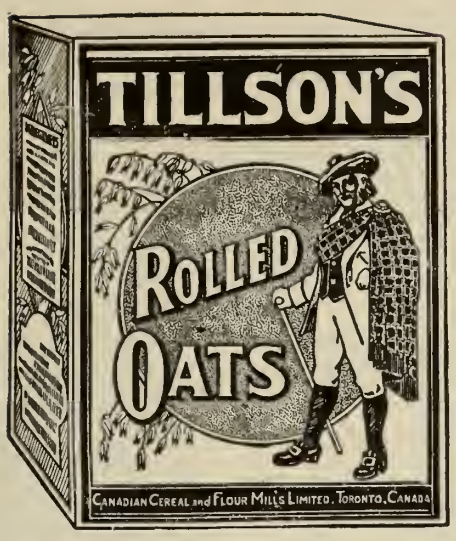
FEEDS.—The feed business is very quiet, sympathetically following trend of flour. All levels easy: good feed flour very weak. Ontario oats are unchanged with small demand.

Mill Feeds—		Mixed cars per ton
Bran		24 00
Shorts		25 00
Special middlings		26 00
Feed flour, per bag	1 60	1 70
Oats—		
No. 3, Ontario, outside points	0 41	0 42

WINNIPEG

FLOUR AND CEREALS.—Nothing happened last week, and first patents are still quoted at $6.30. Wheat market is fluctuating, but the limits are not wide. May opened last week at $1.14, and by Friday had reached $1.11⅜. One feature of the market this week is rolled oats, 80's being offered at $2-$2.15, and the tendency of the market is downward, supplies being offered as low as $1.90 for carloads. The price of oats has dropped and as the demand for rolled oats is falling off with the approach of spring, a weaker market was expected. Package oats are also down, although this was not expected last week, as millers were anxious to keep their prices firm on package goods; they are now quoted at $3.75 per case, family size. Wheat flakes are still $3.90. There is no change in feeds, as the market is quiet.

Flour—		
Best patents		6 30
Bakers		5 80
Clears		5 10
XXXX.		4 10
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats., pkgs., family size		3 75
Wheat flakes, case		3 90
Oatmeal, standard and gran., 98 lbs.		3 00
Cornmeal, 98 lbs.		2 65
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		30 00



Canada's Quality Cereal Products

Every one is a leader in its field and worth while featuring.

Tillson's "Scotch," Fine Cut Oatmeal; Tillson's "Scotch" Health Bran and Tillson's Rolled Oats are a winning trio whose sound, nourishing qualities place them way above the "food fad" varieties.

Gold Seal Flour (for Pastry) and Rainbow Flour (for Bread), possess a quality that is always uniform—the Tillson quality that is constantly winning bigger business for progressive dealers throughout the country.

Ask about our

FREE WINDOW DISPLAY

Something entirely new, just the one thing necessary to start the sales going. Their own merits do the rest.

Feature Tillson's—the all Canadian Products. Made in Canada.

Canadian Cereal and Flour Mills Company, Limited

TORONTO **CANADA**

Why hesitate to push the sales of these proven favorites?

You can confidently look for year-round sales when you feature the two popular Made-in-Canada Paste Products.

L'Etoile (Star)

and

Hirondelle (Swallow)

MACARONIS

The finest and most carefully selected hard wheat that Manitoba's fertile prairies produce is used in the manufacture of these appetizing foods. This fact, together with our own scientific manufacturing process has made L'Etoile and Hirondelle the quality macaronis. The most expensive imported brands are in no way superior to these home-made products.

The present is a particularly opportune time to begin pushing the sales of such dependable lines. Many of your best customers are abstaining from meat eating during the Lenten Season. Macaroni makes a more appetizing substitute than fish and "L'Etoile and Hirondelle" brands are the most delicious obtainable.

Ask your wholesaler for trial supply.

C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans. Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

ROYAL BAKING POWDER

Absolutely Pure

Women know ROYAL BAKING POWDER so well that they'll buy it and buy five or six other articles in the time it would take you to convince them that some other baking powder is as "good as Royal."

Fully Guaranteed

Push the sale of ROYAL BAKING POWDER because it's ***easy to sell*** and ***sure to please*** and pays greater and surer profits than inferior brands.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK

ANCHOR CAPS

mean Security—

Security for you by eliminating risky leakers, making sure that the goods reach your customers in the same condition in which they left the packer's hands.

Why incur risk of customer dissatisfaction by selling insecurely sealed bottled goods? Let the **Anchor Cap** safeguard your own and your customers' interests.

Anchor Caps have a mechanical as well as a vacuum seal. In the event of the vacuum becoming lost, the contents will be securely sealed by means of the mechanical closure.

The Anchor Cap is worth a trial. Have your wholesaler supply it on your next bottled goods order.

Anchor Cap and Closure Corporation of Canada
LIMITED

Sudbury St. W., Foot of Dovercourt Road TORONTO, CANADA

THE
WONDER FLY KILLER
IS SURE DEATH TO FLIES

IT LASTS AN ENTIRE SEASON

MOSQUITOES, ANTS AND OTHER PESTS

It is the CHEAPEST and BEST FLY KILLER MADE

It is CLEAN, HANDY and SANITARY

$1.10 doz. f.o.b. Winnipeg. Special discount in quantities

FOR SALE BY ALL WHOLESALERS

W. H. ESCOTT & CO.
LIMITED

BROKERS

General Western Agents

Winnipeg, Regina, Saskatoon, Calgary, Edmonton

Why not pay a little more for better spices and get a Government warranty?

White Swan Spices and Cereals, Limited

Toronto Canada

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, plnk, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 50
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

Ripe Florida
TOMATOES

Headquarters for

The Celebrated Peters Pack

Every Tomato finest quality.

White & Co., Limited

Wholesalers in High-Class Fruits and Vegetables and Fish Dealers.

TORONTO and HAMILTON

THEY ARE GOOD OLD STAND-BYS

Baker's Cocoa and Chocolate

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

Registered Trade Mark

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

ECONOMY

is the Nation's Watchword.

PRODUCTION

is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use

"St. Nicholas" Lemons

J. J. McCabe

Agent

TORONTO

Shortening

We are now putting this up in ONE POUND packages. Very handy for your retail trade. Send for sample shipment.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07½
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.
Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
1 lb. 30 / ½ lb. 60 — Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case	$2 65
5-lb. tins, 1 doz. in case	3 00
10-lb. tins, ½ doz. in case	2 90
20-lb. tins, ¼ doz. in case	2 85
Barrels, 700 lbs.	3¾
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4¼
Pails, 38½ lbs.	1 95
Pails, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	3 00
5-lb. tins, 1 doz. in case	3 35
10-lb. tins, ½ doz. in case	3 25
20-lb. tins, ¼ doz. in case	3 20

(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 55
5 lb. tins, 1 doz. in case	4 15
10 lb. tins, ½ doz. in case	3 85
20 lb. tins, ¼ doz. in case	3 75

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case	$5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross	2 50
6a size, gross	2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 16

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's	$2 15
4's	0 35
5's	0 42
7's	0 60
30s, wood	0 06
12-oz. glass jar	1 15
Tumbler, glass	0 95

MARMALADE

2's, per doz.	$2 30
4's, per pail	0 40
5's, per pail	0 45
7's, per pail	0 65
30's, wood, lb.	0 08¾
12-oz. glass jar, doz.	1 20
Tumbler, glass, doz.	1 00

Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails, 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles	0 95
Pint, bottles	1 30

Worcestershire Sauce

½ pints, doz.	0 95
Pints, doz.	1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.	1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.	0 56
Great West, pouches, 9s	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 80
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

RESULTS ←

That Count In Cash

Are you a business producer? Can you get results from your efforts that mean more money? If you are and are ready to consider a plan that will augment your present income from $5.00 to $10.00 a week, you are the man we want to represent us in your district. The more time you have the better the pay.

We need bright, brainy, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and make sure of your district? If you are looking for an increase in wages to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

Many of our representatives devote an average of four hours each day to looking after our subscription business. These men average anywhere from $10.00 to $20.00 a week. Would an income like this interest you? Write us to-day: we will gladly send you full particulars concerning our plan, without obligating you in the least—simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co., Limited

Dept. C.G. TORONTO, ONTARIO

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — INFORMATION REGARDING good grocery or meat market for sale. Send particulars. R. G. List, Minneapolis, Minn.

WANTED — AT ONCE, BRIGHT, ACTIVE, honest boy to learn the general mercantile business. Apply to E. Richards & Son, Melbourne, Ontario.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c/o Canadian Grocer, University Avenue, Toronto.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

CONDENSED MILK AGENCY REQUIRED by well known firm of world-wide repute, having skilled travellers and canvassers calling upon grocers in all parts of Great Britain. Arrangement could be made on a commission basis for joint representation in all towns or in London and principal towns only. Have London offices. Write 2524, Sells Advertising Offices, Fleet Street, London, England.

FOR SALE

FOR SALE—GENERAL STORE, CASH BUSINESS, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

FOR SALE—AN OLD-ESTABLISHED TEA business in Western Ontario, on reasonable terms. Large turnover and good profits. Worth looking into. Will stand any kind of inspection. Apply J. L. Fielding & Co., Guelph, Ont.

A want ad. in this paper will bring replies from all parts of Canada.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

Phone 1577. London, Ont.

You can talk across the continent for two cents per word with a Want Ad in this paper

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada PROMPT DELIVERIES by us are therefore certain.

THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

When writing advertised kindly mention that you saw it in this paper.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

A SNAP IN APPLES

Varieties: Baldwins, Russets, Talman Sweets, Ben Davis.

$1.00 Per Box, F.O.B. Rodney Ont.

State if wish shipped by freight or express. Quality guaranteed. Payments 1st of month following.

GEO. R. WHITTON, RODNEY, ONT.

When writing advertiser kindly mention that you saw his ad. in this paper.

No. 40

Eats without Bait

(Canada's 105-year-old Pioneer)

When I Didn't Become a Yankee

"As I have told you, lad, I was stopped on my way to 'the States' by a blizzard; that was my turning-point. I never became a 'Yankee,' for I stayed at that North Street tavern and made shoes for months for the folks around there, then went into business for myself.

"Nobody knows what will change your plans."

The grocer who stocks the right goods even in his tobacco department is laying plans for future business. The one sure trade-puller is KING GEORGE NAVY CHEWING TOBACCO. It has the quality, the flavor. It's a good chew and a big seller.

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

INDEX TO ADVERTISERS

A

Anchor Cap & Closure Corp. 45
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries.... 1

B

Baker, Walter, & Co., Ltd.. 49
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co....Inside back cover
Borden Milk Co. 3

C

Canadian Cereal & Flour Mills Co. 43
Canadian Salt Co. 55
Cane, Wm., & Sons Co., Ltd. 54
Carr & Co. 55
Catelli, C. H., Limited 44
Channell Chemical Co., Ltd.. 6
Chase & Sanborn 16
Church & Dwight 12
Clark, Ltd., W. 5
Concord Canning Co. 56
Connors Bros. 8

D

Da Costa & Co. 12
Dominion Canners...Back cover

E

Eckardt, H. P., & Co..... 47
Eddy, E. B., Co., Ltd..... Front cover and 9
Escott & Co., W. H. 46
Eureka Refrigerator Co..... 15

F

Fearman, F. W., & Co..... 50
Freeman Co., W. A. 48
Furnivall-New 6

G

Guelph Soap Co. 55

H

Hamilton Cotton Co. 56
Hargreaves (Canada), Ltd.. 9
Hatfield & Scott 45
Hillock & Co., John 8
Hudon, Hebert, & Cie..... 2
Hygienic Products Co..... 4

I

Imperial Extract Co..... 11

J

Jenkins & Hardy 52

L

Lambe & Co., W. G. A.... 14
Leacock & Co. 15
Lemon Bros. 49
Lightcap, O. F. 14
London Retail Grocers' Assn. 6

M

Macdonnell & Co., A. J.... 56
Mackenzie & Morris 14
Maclure & Langley, Ltd.... 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Mann, Laurie & Co. 52
Mathieu, J. L., & Co..... 4
McCabe, J. J. 49
McVitie & Price, Ltd. 56
Millman, W. H., Sons 14
Morency, J. Ls. 4

N

National Licorice Co. 56

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 14
Penmock, H. P., Co., Ltd.... 14

R

Red Rose Tea Co. 15
Rennie Co., Wm. 9
Rock City Tobacco Co..... 53
Royal Baking Powder Co.. 45

S

Shildznoka Ken Tea Gould .. 13
Smith & Son, E. D. 10
Star Egg Carrier & Tray Mfg. Co. 14
Stevens-Hepner Co., Ltd.... 8
St. Lawrence Sugar Refining 11
Symington, Thos., & Co.... 12

T

Thum Co., W. O. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Walker, Hugh, & Son 48
Watson & Truesdale 14
Webb, Harry 14
Welch Grape Juice Co. 7
Western Canada Flour Mills, Ltd. ..... Inside back cover
Wethey, J. H., Ltd. 49
White & Co. 49
White Swan Spices & Cereals, Ltd. 46
Whittemore Bros. Corp. .... Inside front cover
Woodruff & Edwards 9
Woods & Co., Walter 50

Made to wear best where the wear is hardest

The long-wearing service which distinguishes the **New All-Canadian, All-Wooden Washboard** is largely due to the fact that the rubbing surface is made of specially selected Canadian hardwood.

This insures your customer a board that's most satisfactory—long-wearing, serviceable.

The fact that zinc and aluminum boards have almost doubled in price (owing to the price of these materials) will make the "New All-Canadian," retailing at 20c, a splendid selling line in every store in Canada.

Don't let your store be an exception. Order a supply to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

Complete your spring cleaning display with a good showing of Wonderful Soap. Selling results are always satisfactory because the housewife appreciates the truly wonderful results of this popular cleaner.
Feature it now for quick spring selling.

Guelph Soap Company
GUELPH, ONTARIO

A True Canadian Salt

Windsor Table Salt

Made in Canada

THE CANADIAN SALT CO. LIMITED

182

This Will Introduce You To

the new trade figure for Windsor Table Salt. Every advertisement deals with this happy, sturdy "Salt." It will grow to be a familiar character on the newspaper page.

Vigorous Advertising For

the two leading Salts means money for every dealer who backs up the advertising with his window and counter display.

"Windsor" and "Regal" Salt

In addition to the "sailor" advertisements, a new and better series of advertisements than ever before has been prepared for Regal Salt. Watch for these ads.

THE CANADIAN SALT CO., LIMITED

WINDSOR, ∴ ONT.

Don't Guess

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin, Brereton Co., Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

See That Coupon?

IF that *same coupon* pointed to a $50.00 bill, it would hardly be of more value than the message it will bring you if filled out and returned to-day. That coupon will show you how to turn your spare time into golden dollars. Better fill it out and send it to us, hadn't you? Don't allow this opportunity to get away.

When you have a spare hour or two, why not turn it into cash? That's exactly what our plan is for. It gives *any one* a big opportunity of making any spare moments produce results. One hour a day is easily good for an extra $5.00 a week. Your earnings depend entirely on the amount of time you devote to the plan. That coupon is waiting *Right Here.* Better send it along.

The MacLean Publishing Co.

LIMITED

143-153 University Avenue

TORONTO ∴ ONTARIO

TEAR IT HERE. MAIL IT TO-DAY.

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ont.

Gentlemen:—Do I understand that you have a plan that will turn my spare time into Dollars? If that's right —Rush full particulars. I'm interested.

Name.....

Address .....

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

CCC
Norwegian Canned Goods

THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD
Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg. Maritime Fish Corporation, Limited, Montreal. W. A. Simonds, St. John, N.B. H. C. Janion, Vancouver, B.C.

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's
HIGH-CLASS
BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

POTATOES

Car lots Alberta and British Columbia Potatoes.

BOUGHT AND SOLD.

INQUIRIES SOLICITED.

A. J. Macdonell & Company
CALGARY, ALBERTA

Helps Sales

PURITY is a profitable flour to handle. It is widely known—moves easily—satisfies the housewife—helps to make sales of other goods in YOUR store.

PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

33

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Which Plan Pays You Best?

Selling the Housewife White Beans or selling Simcoe Baked Beans? Cut this out and stick it on your front door.

Madam—Try a Can of "Simcoe Baked Beans"—they are delicious. (No sorting, soaking, boiling, no salt, pepper, pork, or hot stove baking.)

Just say—"Simcoe Baked Beans." They are a Canadian Product made for Canadians by Canadians.

Try them to-day.

Plain, or with Tomato or Chili Sauce

Dominion Canners, Limited

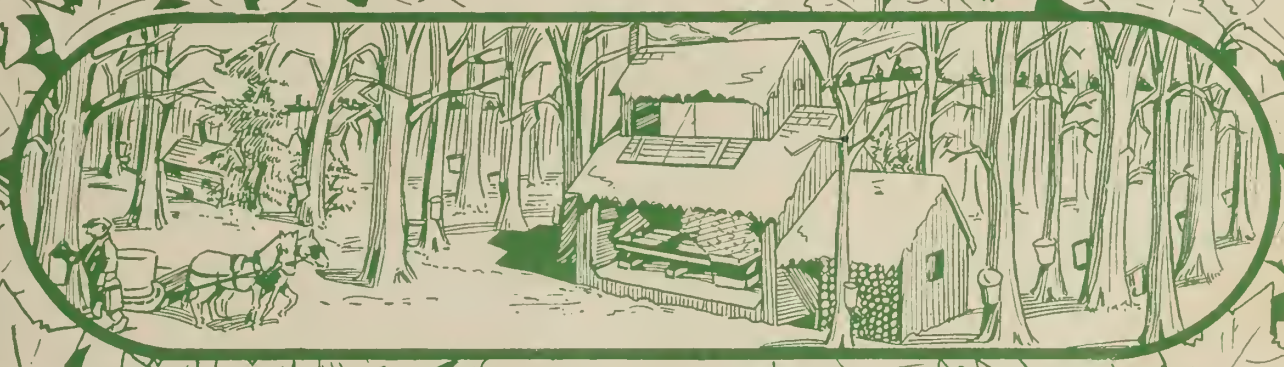
Hamilton, Canada

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MARCH 24th, 1916 No. 12



You can
stake your reputation on
every ounce of

PRIDE OF CANADA MAPLE GOODS

We back them with a guarantee of absolute purity. Nothing but the purest maple sap is used in their production, while the scrupulous care we use in every part of the work, guarantees the dealer that perfect customer-satisfaction, which is the only sure way to business expansion.

"PRIDE OF CANADA" was up to the pure standard before the Government ever thought of setting down laws governing the manufacture, and the very fact that no sample of ours has ever been found out of line goes to prove that

Pride of Canada Maple Syrup and Sugar is the Standard of Quality.

Send for trial supply of the purest and best-selling maple goods in Canada.

Maple Tree Producers Assoc., Limited

58 Wellington St., Montreal

You have a steady seller in

GOLD DUST

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent. Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order.

THE N. K. FAIRBANK COMPANY
LIMITED
MONTREAL

"Let the GOLD DUST TWINS do your work."

Minto Tea gives you a quick turnover

and this is the reason why

It possesses a distinctively superior quality—that "Something different" which touches the spot of the discriminating tea drinker. You can confidently count on steady repeat sales of Minto once your customers realize what Minto quality really is.

Our new scheme of enclosing the actual amount of money in each half and 1 pound package that it would cost to advertise it in other ways has made a decided hit with the consumer. Minto Tea sales are growing daily and are leaving handsome profits with dealers everywhere.

Get a trial supply to-day.

Minto Bros.

284 Church Street Toronto

Follow the Line of Least Resistance

Sell

the largest selling package sugar in Canada

It took a great deal of money to tell the housewives in Canada about Lantic Sugar.

It took infinitely more time and perseverance to convince them of the quality of Lantic Sugar.

It has been, however, worth all the money, the time and the energy spent in accomplishing our object, for to-day Lantic Sugar is not an uncertainty but a great, big, real, live factor in your business.

Give the selling of package sugar a little thought. Figure up for your own information, its possibilities, taking into consideration all the elements that enter into the putting up of a barrel of sugar yourself.

The best proof is to order a case or gunnie of Lantic Sugar through your wholesaler, put up in 2 and 5-lb. cartons, 10 and 20-lb. bags.

Atlantic Sugar Refineries, Limited

Montreal

The 5 Cent Line Babbitt's Cleanser

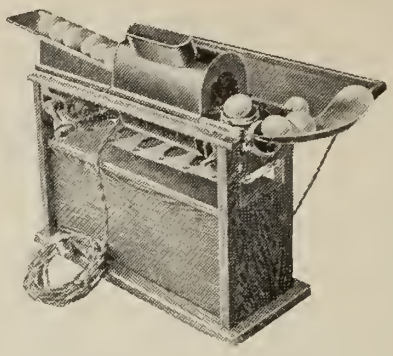
Your customers will be grateful to you for putting them in touch with this big money-saver.

It is a full weight can of the best Cleanser on the market, and retails for 5c, thereby giving double value (and premiums for the trade-marks as well).

It shows you a good profit and is a sure repeater.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

Neat Simple Durable Efficient



The Electric Daylight Egg Tester is all of these adjectives in one.

The Electric Daylight Egg Tester will candle 300 dozen eggs an hour perfectly and any reasonably intelligent person can operate it at this speed.

Bad eggs are not a business getter, be sure of yours.

Write to-day for our special discount on all orders received within the next 60 days.

A. E. Jennings Co.
535 Detroit St.
ANN ARBOR, MICHIGAN

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

Order O-Cedar Polish
(MADE IN CANADA)
NOW

You can't over-estimate the demand for O-Cedar this spring. If you have already placed your order, double it. It means

Quick Sales—Big Profits

Every housewife uses it all the year round, but for spring housecleaning she will use a lot more. Just display it in store or window and it will sell itself. Every woman wants it.

Ask Your Jobber About Our Profit Deals.

Channell Chemical Co., Ltd.
369 Sorauren Ave.
TORONTO

Borden's are the best selling line of Milk Products to handle because—

our national advertising campaign has educated the public to the fact that Borden's represent absolute purity, highest quality and best food value.

Borden's will satisfy your most particular trade. You can unhesitatingly recommend every one of our lines, confident in the knowledge that the Borden Milk test eliminates possibility of customer disappointment.

We exercise the greatest care and the strictest supervision in every operation connected with the handling of the milk. These precautions, together with our scientific, sterilizing and purifying processes, give Borden's Milk Products a distinctively delicious, natural flavor.

A Borden window display will bring you big results.

Borden Milk Company

LEADERS OF QUALITY

MONTREAL

Branch Office—Arcade Building, Vancouver

Little Miss "MAIDEN" CANADA

Registered

"It's time to stir things up"

COWAN'S *Perfection* COCOA

ASK OUR SALESMEN WHY?

FOR LENT
CLARK'S

SPAGHETTI

with Tomato Sauce
and Cheese
(Two Sizes)
is an Excellent Seller

Clark's Pork and Beans

are your best
sellers at all times

ORDER NOW!

W. CLARK, LTD. MONTREAL

Clark's

LONDON GROCERS' PURE FOOD SHOW

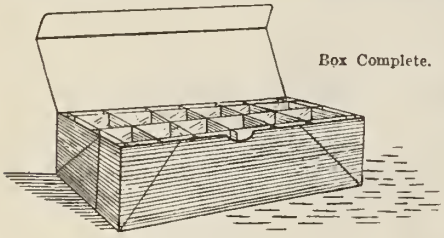
ONE WHOLE WEEK
APRIL 24-29th

The most elaborate show of its kind ever attempted

A Great White Way

A number of good spaces are still open.

Phone, Wire or Write R. H. HARLEY, Sec.



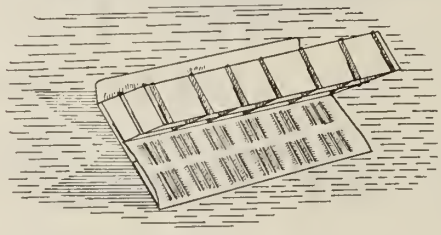
Box Complete.

This is a **self-opening box**, overcoming the cost of labor in making up the box, and always ready for use. Whoever you are, wherever you live, **you need the new 1916** most practical egg box.

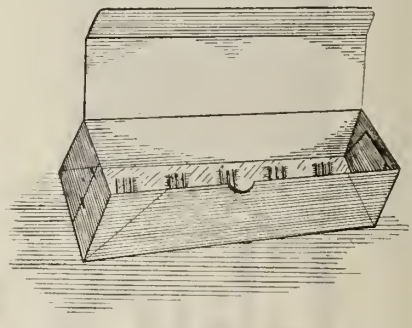
Patented in U.S.A. Canadian Patent pending.

The Safety Cushion Egg Box

The box of **merit, quality, strength** and **superiority** over all other egg boxes—a box which has **gained a reputation** for itself by which we can prove by letters of recommendation from **experts of the highest authority** in the poultry line as a box of **hundred per cent. efficiency. The cushion bottom** which protects the eggs in delivery and general handling **is a feature in itself; it warrants the safety** in receiving them in perfect condition; another feature is the **cushioned side and ends.** We have made a special study of every point offering the best protection to the eggs, so it makes a box which guarantees its own cost.



Box Knocked Down, with Fillers Included.



Box Open, Showing Part of Cushion Bottom.

J. Ls. Morency, St. Mathias St., Quebec, Canada

Manufacturers of all kinds of folding and set-up boxes.

REPRESENTATIVES: For Montreal—Mr. John R. MacGregor, 59 St. Peter St., Montreal, Que. Maritime Provinces—T. S. Pattillo & Co., Ltd., Truro, N.S. Province of Ontario—The James Wilkins Smallware Co., cor. West Market and Colborne St., Toronto, Ont.

GOING UP—?

10c Package

To-day the price of most everything is gone or going up—except—CHEER-UP and HOLLAND RUSKS.

If you are a live wire you will be able to procure ample supplies of CHEER-UP (Smiles, etc.) at the usual list price, and at the same time, please note that the list price of HOLLAND RUSKS is:

$1.45 per carton of 18 Ten Cent Packages
$2.15 per carton of 18 Fifteen Cent packages

This week we have received a fresh car into stock.

Order from your Wholesale or

THE HARRY HORNE CO., OF TORONTO

SALES AGENTS FOR CANADA

HOLLAND RUSK
MADE IN U.S.A.
THE ORIGINAL HOLLAND RUSK
THE FAMOUS DUTCH FOOD INTRODUCED IN AMERICA IN 1895
BY THE HOLLAND RUSK CO. HOLLAND, MICH.

15c Package.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

He Profits Most Who Serves Best

Mr. Grocer—

Serve Your Customers Best

Can be whipped just like fresh cream (Chill before whipping)

Tell them about "Canada First" Milk Quality.

Tell them that "Canada First" Evaporated can be whipped *just like fresh cream*—(Chill before whipping of course).

Tell them that the Canadian Government Bulletin No. 206, published in 1910, and again Bulletin No. 305 published in 1915, proves just where "Canada First" stands.

Tell them " Canada First" is a Canadian made product—made by Canadians.

You profit most—so does your customer.

Use the Coupon for Dealer Helps.

COUPON

I want to push Canadian made goods—send me your free Dealer Helps.

Name .....

Address .....

If you will use a cut in your own ad. check here.....

The Aylmer Condensed Milk Co., Limited

AYLMER, CANADA

Selling Brunswick Brand Sea Foods will add to your Prestige

because Brunswick Brand Quality has everywhere won the approval of discriminating customers.

The ideal location of our plant and the extreme care we exercise in selecting only the highest grade fish obtainable has made Brunswick Brand the leaders in Quality Sea Foods.

This incomparable quality has built up big fish sales for dealers featuring Brunswick Brand. Why not get in line and secure a share of this profitable trade?

Here are a few of our satisfaction-givers:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

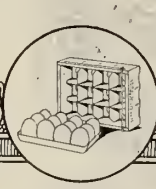
Connors Bros., Ltd.

BLACK'S HARBOR, N.B.

This grocer is putting up a dozen eggs every nine seconds, grading them and gaining at least $1.00 additional profit on each case. And besides he is candling every egg in Star Egg Carriers and can guarantee the quality.

He'll tell you there is big money in eggs. Our booklet S-209 tells how to make it. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY



JAY STREET
ROCHESTER
NEW YORK

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited

SARNIA - ONTARIO

It will increase your reputation as a dependable dealer if you recommend

GIPSY
Stove Gloss

to all your customers.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED.
33, Front Street, E. TORONTO

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver.

When you sell

HEINZ
57
VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. Heinz Company

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

POTATOES

Car lots Alberta and British Columbia Potatoes.

BOUGHT AND SOLD.

INQUIRIES SOLICITED.

A. J. Macdonell & Company
CALGARY, ALBERTA

QUEEN QUALITY PICKLES
TAYLOR AND PRINGLE CO. LTD. OWEN SOUND, CANADA

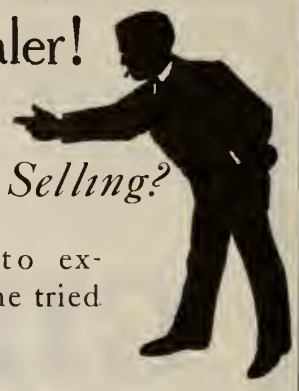
The Queen of Pickles

Back of every bottle of Queen Quality Pickles, Catsup, Relishes, etc., is the aim to produce goods that will give more than satisfaction to both the grocer and his customer—goods that have the quality and flavor.

The attractive new label will give added effect to your window displays, while the new closures, which are none other than the famous Anchor Caps, will convey a positive guarantee of fresh, sweet contents. Write for quotations on the Queen Quality Lines.

TAYLOR & PRINGLE
OWEN SOUND ∴ ONT.

Say, Mr. Dealer!



What kind of Molasses are you Selling?

You can't afford to experiment—stock the tried and true brand!

Leacock's Molasses

EXTRA FANCY and EXTRA CHOICE.

The Canadian housewife appreciates quality and she gets quality—the very best—in every ounce of these high-class molasses.

Leacock's are made from the purest cane sugar and are absolutely guaranteed.

Begin selling them to-day.

LEACOCK & CO.

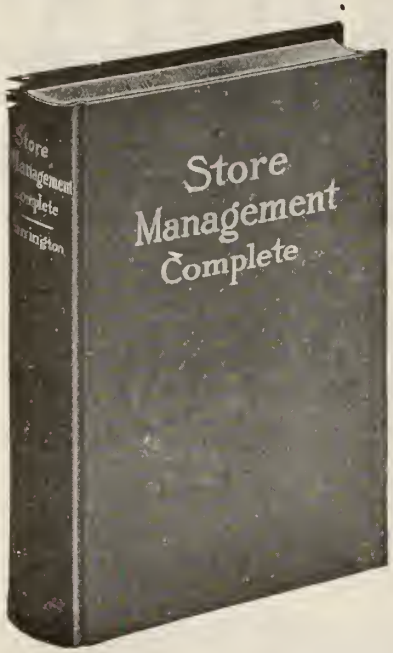
Exporters of Highest Grade Molasses

BARBADOS ∴ ∴ ∴ B.W.I.

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.



STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue TORONTO

Lever Brothers

announce a new Limited

GRAND $540 CASH

Window Dressing Contest

48 Prizes - Bigger, more concentrated and easier to participate in than ever before - 48 Prizes

Open to Grocers and their Assistants of Toronto, Hamilton, London, Ottawa and Montreal City Divisions

Come in and Win—A Little "Pep" and a Prize is Yours

HERE'S HOW THE PRIZES ARE DIVIDED

Travelers' Divisions	1st Prize	2nd Prize	3rd Prize	Consolation Prize
Toronto Division	$35.00	$20.00	$10.00	5 of $5.00 each
Hamilton Division	$35.00	$20.00	$10.00	5 of $5.00 each
London Division	$35.00	$20.00	$10.00	5 of $5.00 each
Belleville Division	$35.00	$20.00	$10.00	5 of $5.00 each
Ottawa Division	$35.00	$20.00	$10.00	5 of $5.00 each
Montreal City Division	$35.00	$20.00	$10.00	5 of $5.00 each

We invite your co-operation. This Contest will increase your sales and put money in your pocket, no matter whether you get a First Prize or not.

These are the Lever Brothers, Limited, Grand Window-Dressing Contest rules. They are simple and fair to all and cannot be changed; all are treated alike.

1. The Window Display must consist entirely of Sunlight Soap, Panshine Cleanser, Lifebuoy Soap, Lux, and any of Lever Brothers' Toilet Soaps.
2. The Display is to be exhibited in the window for not less than one week and take place during the first two weeks of April, 1916.
3. A photograph of your Display, size 8 in. x 10 in., or as near to that as possible to be mailed to Lever Brothers, Limited, Toronto, not later than April 20th, 1916.
4. The "Big 4" Window Trim shown above must form part of the Display.
5. Results will be published in "Canadian Grocer" and "Retail Grocer" as soon after May 1st, 1916, as possible.
6. The judges' rulings are to be considered final.
7. Send us the Entry Coupon below properly filled out, and we will reply, allotting you a numbered label which you will affix to the back of your photo when you send it in, as a means of identification.
8. No name or address or any writing whatsoever must be put on the back of your photo—nothing but the numbered label mentioned above.

The contest judges will be the Editor of "Canadian Grocer," Editor of "Retail Grocer," and Mr. J. J. Gibbons, of J. J. Gibbons, Limited, Advertising Agents, Toronto.

Don't forget that stocks of these goods are essential to make this scheme pay your store, and the better the display the more goods you'll sell. These lines are all quality goods and big winners. They are heavily advertised. Their sales respond very quickly to any effort on your part. Get the stocks lined up.

Send in your Entry Coupon to-day.

Yours for bigger business,

Lever Bros., Limited
TORONTO

ENTRY COUPON

LEVER BROTHERS, LIMITED, Toronto, Can.

Dear Sirs:

The undersigned desires to enter your Window Dressing Contest and agrees to abide by your rules. Please send the advertising matter.

Yours truly,

For your information our Jobber is .....

Name.....

Address.....

..... Proprietor*.....Assistant*

*Please state whether you are proprietor or assistant and write very plainly.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

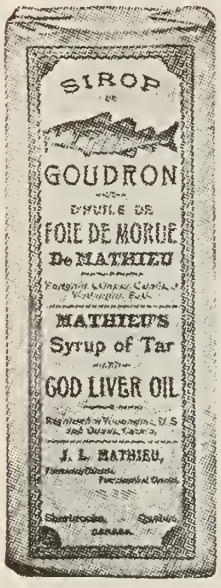
SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Arm your customers 'gainst the cold weather peril



Just now, when the forces of LaGrippe and Pneumonia are abroad your customers will readily appreciate the splendid body-building qualities of

Mathieu's Syrup *of Tar and Cod Liver Oil*

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker"; keep it before your customer's notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock up to-day.

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

MENNEN'S TALCUMS

Mennen's Borated Talcum

Mennen's Violet Talcum

Mennen's Sen Yang Powder

Mennen's Narangia Talcum

Mennen's Talcum for Men

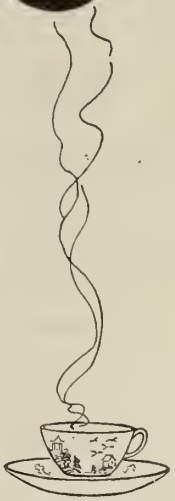
For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

Harold F. Ritchie & Co., Ltd.
12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co.
MONTREAL

JAPAN TEA



A cup of good tea is the best natural stimulant for body or brain. The soldier in the trenches, the worker in the fields and woods drinks it in great quantities. The brain-worker in the cities finds grateful comfort in its use. Physicians the world over recommend it.

Japan Tea is preferred to all others because of its unequaled delicacy and its full-flavored strength.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM.

The extensive consumer advertising of this delicious wholesome tea is creating a daily growing demand for it throughout Canada.

It is consolidating old business, and attracting new trade to tea dealers everywhere.

Put YOUR tea department on a better paying basis by featuring this popular product of Sunny Japan. Our consumer publicity is telling your customers all about it. Order from your wholesaler to-day and secure your share of this profitable business.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write
LEWIS WIGLE
LEAMINGTON, ONTARIO

Established 1859
GEO. STANWAY & CO.
29 Wellington St. East, - TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian Products. Furuya & Nishimura. Japan Teas.

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto.

The Wayne Sidewalk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

WAYNE PUMP

Clean Gasoline, Filtered Gasoline and Correct Measure for Your Customer.

Ask us all about it.

Eastern Agents: C. F. Hohlstein, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

WAYNE OIL TANK & PUMP CO., Ltd.
WOODSTOCK ONTARIO

This is our latest "Special"

and original design, manufactured and installed early in 1915, and every week since.

—the very newest idea in BUTCHER REFRIGERATORS. It has Cold Storage Door and Cold Storage Windows, with regular rubber gasket applied, making refrigerator absolutely airtight.
The display front has a white porcelain interior, which adds to its attractiveness and guarantees perfect cleanliness.

GET FULL PARTICULARS.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE TORONTO

"The Cereal Wonder"

that breaks all cereal precedents, that astonishes the oldest inhabitant by showing an unbroken record of increasing sales from year to year—

Shredded Wheat

That's because it is made right, is sold right and represents the best process ever discovered for making the whole wheat grain digestible in the human stomach.

MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ontario.

58-U

Why Not Increase Your Income

No matter what your present salary may be—you would like to add to your present income, wouldn't you? Providing, of course, the plan interferes in no way with your regular occupation and paid you liberally.

We have a plan—a money-making one for you. It takes no time from your regular duties, devote an hour or so to it every day and you will augment your present income by $5.00 or $10.00 a week. The exact amount all *depends* on the amount of time you can spare us. Hundreds of our district representatives have found the plan so profitable they have given all their time to it. Would a plan such as this interest you? If so, write us to-day. Say, "Send me full particulars of your money-making plan, I am interested."

The MacLean Publishing Co.
143-153 University Ave.
TORONTO, ONT.

Complete Your Stock of Cereal Poducts with

Robinson's "Patent" Groats

and

Robinson's "Patent" Barley

A counter display of these widely advertised and popular lines will result in quick, profitable sales.

Women who see and use these Foods are your very best customers.

Tell them about our free booklets, "Advice to Mothers" and "Healthy Babies." Mailed free on application.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO — 191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

TEA

Ceylons, Indians, Japans, Chinas, Formosas

At first hand costs.

Specially selected for the Canadian Trade. Large selection from Stock or Afloat Teas.

Import Orders a Specialty

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co.

Established 1866 — MONTREAL

CANADIAN GROCER

VOL. XXX TORONTO, MARCH 24, 1916 No. 12

Mails Closed to Co-operative Union and Independent Grocery Co.

Windsor, Ont., Concerns Doing Business Illegally According to Post Office Department—How They Have Been Operating—Samples of Their Methods From Maritime Provinces—Will Re-act in Retailers' Favor

THE following letter was received recently from a Canadian Grocer subscriber in Glace Bay, N.S.:

The Editor Canadian Grocer—

Dear Sir,—With reference to enclosed circular (The Independent Grocery Co., Windsor, Ont.), can you give us any information with reference to their game?

Our information here is that in the case of two customers they each forwarded on $5 orders on different dates; the first had the goods come along, every thing as represented, but the other party's money was returned without any explanation. Any information you can give us on this concern will be appreciated.

Glace Bay, N.S.

Yours truly,

According to an announcement made in the supplement to the Postal Guide, the mails have been closed to the Co-operative Union of Windsor, Ont., and to the Independent Grocery Co., of the same city. As readers of Canadian Grocer know, Windsor, has for many years been headquarters for a number of concerns selling groceries direct to the consumer through local agents at prices alleged to be less than could be found in the ordinary retail stores. Their literature has been reviewed in Canadian Grocer from time to time and while it was shown that a few lines of branded goods were sold very cheaply to the consumer, yet in a great many—and even in the majority of cases—other goods were sold unbranded, so that it was difficult to determine their quality. The natural assumption was that the profit was being made out of them.

The method of the Co-operative Union—and that of the Independent Grocery Co. seems to have been the same—was to appoint men in various districts who were to collect from consumers a membership fee in order to become members of the Union and then these people were to send in their orders direct. The offer made to prospective agents was as follows:

"We are enclosing you our offers. You can accept the one you prefer. However most of our representatives accept the No. 1. In this outfit we give you 25 yearly memberships for $10 (or 40 cents each). As these sell for $2 each your profit is $1.60 on each member you secure, and you should have no trouble in securing from two to five members each day with a few hours' work; and after you have received a few members and they see the goods and the saving, they will tell others who will want to join with you and share in the great saving. We also furnish you free in this outfit a mail order outfit. If you do not wish to canvass you can operate on the mail order plan by sending out the advertising matter that we furnish you to your friends, or you can place a few small advertisements in your county papers for a few cents, showing a few prices and when you get inquiries mail them a circular and you are almost certain to receive their membership fees by mail when they see the prices and benefits. We also furnish with this outfit a sample case free so you can work around your own home. We will give you as much territory as you can handle successfully. We very often have instances where two persons work together going from town to town which makes your work pleasant as well as profitable. However you can arrange your own plan.

"We have many women who are earning $15 to $20 weekly, as they can operate our plan as well as the men.

"We supply groceries, canned goods, smoked and salt meats, lard, fish, in fact there is nothing in the table supply line that we do not supply. Also hardware, clothing, dry goods, boots and shoes, etc.

"You are to secure members wherever you can, restaurants, boarding houses, dealers or private families. Anyone can join us by paying the membership fee. No distance is too far for us to ship goods. Our supply houses are situated on the principal railroads and our special prepaid freight offer to our members gives them every advantage and no long delays are necessary.

"Your duties are to secure members as you are not to sell goods as all orders for goods must be sent to us direct by the members themselves, this gives you all of your time in securing members. We are located within a stone's throw of one of the largest American cities of the U.S. where our buyers are constantly visiting the markets looking after the interests of our members."

The methods of the Independent Gro-

THE OFFICIAL POST OFFICE ORDER

In the Monthly Supplement to the Canadian Official Postal Guide for March (published by the authority of the Postmaster-General), this is found under the heading "Fraud Orders:" "Fraud orders have been issued against the following:

"The Co-operative Union, Windsor, Ont.

"The Independent Grocery Company, Windsor Ont.

"Letters are not to be forwarded to the above addresses, and money orders or postal rates are not to be made payable to them."

cery Co. appears to be along similar lines and nine out of every ten would guess that the same men were behind both. Of course, both issued a number of sample orders in their literature, alleging that they were able to save the consumer so much money on a certain sized bill. For instance, here is a sample order sent out by the Independent Grocery Co.:—

	Estimated Retail Price	Our Price
1 Large Can of Salmon	$ .25	$ .15
1 Box of 2 in 1 or Nugget Shoe Polish	.10	.05
5 Pound Package of Rolled Oats (fresh cut)	.25	.18
1 Pound of our Blended Tea (high grade) black or green.	.60	.45
1 Pound of our Second Grade Tea (very fine)	.50	.33
1 Pound of our Fully Guaranteed Baking Powder	.50	.40
10 Pounds of Redpath's best Granulated Sugar	.65	.40
1 Box of Complexion Soap, whitens the skin (3 cakes)	.75	.50
1 Pound of our own (Moka) fresh Roast Coffee	.45	.35
½ Pound of fresh (triple strength) Mustard	.25	.20
8 Bars of Laundry Soap	.40	.25
1 Bottle Lemon Essence, flavoring	.35	.20
1 Large Bottle of Essence Vanilla	.35	.20
½ Pound of English Breakfast Cocoa	.25	.20
1 Box of Velvet Skin Talcum Powder, large box	.50	.40
½ Pound of Fresh Shredded Cocoanut, long shreds	.25	.20
1 Can of Old Dutch Cleanser	.10	.06
½ Pound of Ground Black Pepper, triple strength	.25	.20
1 Pound package of Baking Soda, salaratus	.10	.05
1 Patent Egg Separator (separates the white from the yolk)	.10	.08
1 Large Box, 2½ pounds, Soda Biscuits, fresh	.25	.15
The estimated retail price if bought in stores	$7.20	$5.00
The price at which we sell	5.00	
The difference between the old system and our plan	$2.20	

Few Brands Mentioned

From this it will be noticed that only in a few instances are the goods branded. The others are to be purchased on faith. When one buys for instance, a bottle of lemon essence, he does not know whose essence he is getting and is, therefore, not in a position to judge whether the price of the Independent Grocery Co. of 20c is fair or not. Neither is anything mentioned as to the size of the bottle. There is no brand mentioned in connection with the salmon, rolled oats, tea, baking powder, complexion soap, coffee, mustard, laundry soap, essence of vanilla, English breakfast cocoa, etc. The whole thing is more or less of a "grab-bag" affair. "You pay your money and we give you what we like."

The following letter from a firm in Centerville, N.B., will throw some additional light on the situation:

Editor Canadian Grocer,
The MacLean Publishing Co.,
Toronto, Ont.

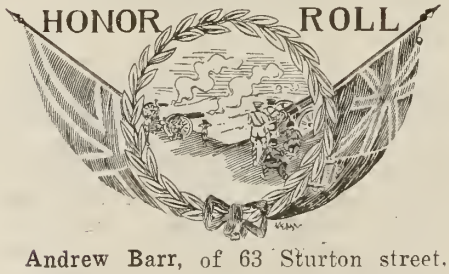
Gentlemen,—I desire to place before you a case of a salesman for the Independent Grocery Co., Windsor, Ont., who sold sugar at 25 lbs. for $1; flour $5.50 per barrel; tea 12c per pound; molasses 40c per gallon, etc. He got about $300 worth of orders in this vicinity, and was to deliver same in eight or ten days, but has not done so as yet, although some five weeks have passed. About two weeks ago one of his customers getting suspicious, had a warrant sworn out for his arrest, suing him for the return of his money. The trial came off last Mon- and the jury found in favor of the plaintiff. The salesman tried to make out that he had nothing more to do with the case after taking the order, but that the plaintiff should look to the Independent Grocery Co. for the money, as he claimed to have sent it to them. One of his customers wrote the company at Windsor, but the letter was returned by the postmaster there with the statement on the envelope that the firm was not doing business in a lawful manner. The affair created quite a stir among the people to whom he had sold goods, and I think it will be many a day before they pay in advance for goods ordered from a stranger.

"I think it would be well for merchants to warn their customers when cases of this kind present themselves in their vicinity."

Yours very truly,

Centreville, N.B.

The action of the Postal Department in issuing an order to the post masters of Canada stating that no mail, postal notes or money orders, etc., are to be forwarded to the Co-operative Union or the Independent Grocer Co., brings the matter to a head if not to a conclusion. The entire operations of these concerns are now going to act to the advantage of the retail trade and in districts where they have been working, the consuming public should be enlightened as to the outcome.



Andrew Barr, of 63 Sturton street, Hamilton, has enlisted with the One Hundred and Seventy-Third battalion for overseas service, and on Thursday evening received a gold watch and fob from his fellow employees of the Aylmer Canning and Preserving Company, 329 Mary street. The presentation was made by the manager, W. W. Smithson, in the presence of the employees.

A. N. Leckie, of the Burns & Brown general store, of Humboldt, Sask., is leaving for Winnipeg, where he has been accepted and has been attached to the motor transport corps for overseas service.

J. A. Buchanan, who has been running the grocery store at 301 Finlayson street, Lethbridge, Alta, has heard the call of the battlefield, and has left his store under the management of Mrs. Buchanan, and has gone to Winnipeg to join the Cameron Highlanders' battalion.

N. C. Schneider, of J. M. Schneider & Sons, pork packers in Berlin, Ont., has enlisted for active service as lieutenant in the 118th Battalion, being recruited in that city.

SERVICE DEPARTMENT

The Canadian Grocer.—

Dear Sirs—I see in the Canadian Grocer quotations on honey. Would be pleased to have information where we could get clover honey in 60 lb. tins and in sections.

This information would greatly oblige.

Peterboroug, Ont. Porter S. White.

Editor's Note—This information has been forwarded.

• • •

MacLean Publishing Co:

Dear Sirs,—We read an article on the fining of merchants using trading stamps. Please tell us if the plan we are using comes under this law.

ONTARIO GROCER.

Editorial Note.—Our opinion is that the coupon system you are using is against the principles of the Trading Stamp Act. We presume that the 5c stamp on your coupon means that it was given out with a 5c purchase and not that the coupon could be redeemed at your store for 5c. If this is the case the coupon has not its exact value stated on its face. The Trading Stamp Act states distinctly that this should be the case, that is every coupon should have on its face its exact value.

At the same time it would appear that a customer has to collect a large number of your coupons before she can get them redeemed. This is also against the Act which states that a coupon given by a retail merchant must be redeemable at any time—not when a certain number of them have been collected.

Our understanding of the Act is, that a merchant can issue a coupon if he states on it its exact value such as: "This is redeemable for 1c, or 1 per cent. of its face value;" and if he makes this coupon redeemable at any time. The action against the Business Boosters, was pursued along the above lines.

Sell Pure Maple Products Only

Compounds or Mixtures Described With Word "Maple" Now Against the Law — Big Future Predicted for Canadian Maple Syrup and Sugar—How Export Trade is Broadening—Suggestions for Handling and Selling

Written for Canadian Grocer by Geo. E. Pearson.

MAPLE products must not be stamped or labelled with the word "maple" appearing anywhere unless the article is absolutely pure maple syrup or maple sugar. There is no such thing now as "Compound Maple Syrup" or "Maple Syrup Mixture." The Government has passed a law against this, and farmers making anything but pure stuff or retailers selling it are liable to heavy fines. Pure goods only are allowed to be made, offered for sale or sold.

This means that maple products have taken on a new dignity. They stand pretty much in a class by themselves, as most other foodstuffs—except honey—can be compounded, providing they are labelled and sold as compounds or mixtures. No imitations or adulterations are permitted in maple syrup or sugar if the word "maple" is to be used in describing them.

An additional cause of interest has been the recent development of an export trade in maple sugar and syrup that promises to give to the industry a new and unique national character that will tend to further upbuild it in the minds of the public at home and abroad.

How the Law Reads

According to the new law, the use of the word "maple" is forbidden in the marketing of any product or mixture of maple syrup or sugar other than a strictly pure one. The new law as brought into effect in April, 1915, after much discussion—as the records of Hansard since 1905 will prove—changes the operation of the old Adulteration Act by the following rulings:

"1. Section 29a of the Adulteration Act, chapter 133 of the Revised Statutes, 1906, as enacted by chapter 19 of the statutes of 1914, is repealed and the following is substituted therefor:

"29a. No person shall manufacture for sale, keep for sale, offer or expose for sale, or sell, any article of food resembling or being an imitation of maple sugar or maple syrup, or which is composed partly of maple sugar or maple syrup, and which is not pure maple sugar or pure maple syrup.

"2. Any maple sugar or maple syrup which is not up to the standard prescribed by the sixth schedule to this Act, or, if such standard is changed by the Governor in Council, to such standard as the Governor in Council may from time to time prescribe, shall be deemed to be adulterated within the meaning of this Act."

Thus, although imitations may still be made, the use of the word "maple" will not be tolerated in them. If the production and sale of impure syrup or sugar are decreased, that of the pure will be increased. Prices and profits will correspond with quality except that if there be an increased production and sale, the cost of the latter will tend downward, and will probably carry selling prices, but not necessarily profits with it.

Greater confidence will naturally prevail in the public mind as a result of the conditions outlined. This has already been indicated in the brief space of time that has elapsed since the passing of the law by an increased demand that, coupled with the short crop, has resulted in a scarcity of pure sugar and syrup.

A New Export Trade

The future of the crop for this year is largely dependent upon the flow of sap, but so healthy is the demand that it is felt the export branch of it will amply care for any surplus developed by an excessive flow.

For the export trade is developing tremendously, and is only in its infancy. In the United States the Democrats have taken off the tax on maple products, to go in effect May 1, until which time a one cent reduction is in force, and if that decision is not altered, United States buyers may be expected up here. Recent developments, however, point to a possible retention of this duty for revenue purposes.

A large British trade has developed too from the original sending over by the Duchess of Connaught of a cake of sugar, with her compliments, to every Canadian soldier in Europe. To taste pure maple is to want more of it. So this one act has developed a demand that in the course of a few months has gotten out of hand. Prominent manufacturers and sugar interests generally are advertising by means of generous contributions of sugar and syrup to the Red Cross for use in hospitals.

Probably the largest development has occurred as result of a spontaneous demand that arose in England as a result of the opening wedges, which took the form of a concrete proposal to start a company for the purpose of shipping sugar to England.

The matter was considered and rejected, as the existing laws were inadequate to protect the capital then invested in sugar, to say nothing of attracting new investment. But the Government was approached from a new angle. The proposal was made: "We will develop Canadian trade and interests if you will give us an instrument of protection against cheap imitations." It was thus the new law came into effect.

This illustration shows the various grades of maple syrup. All are pure, but maple authorities claim the lighest colored one is of the best quality.

And shortly after the export trade was in full swing. One large firm sent fifty tons to England and forty to France for soldiers alone. The same firm has shipped over twenty-five ton this year. A Christmas contribution of 34,000 cakes was again sent by the Duchess of Connaught. A ten ton collection was made from the farmers for the soldiers, and another collection that already aggregates five tons of sugar and one thousand

gallons of syrup is under way for the same purpose. Previous to these developments the demand was purely a local one in the United States and Canada, and in the five-year period from 1908-1912 over 99 per cent. of the total Canadian export of 8,685,000 lbs. of sugar and 20,000 gallons of syrup went to the States.

Stopping the Leaks

It is stated on good authority that the crop can be doubled by the farmers' and manufacturers' attention to a stoppage of the leaks of past years in the gathering of the sap and the latter process of manufacturing it into the finished product.

The optimists of the sugar trade assert that if the farmers can be assured a fair price and a good demand, improved methods of gathering, production and distribution will so increase the volume made as to inevitably tend to lower first costs, and this to such an extent that this present luxury may eventually compete in the open market with cane or beet sugar for domestic purposes. In any event, the possibilities of this branch of trade are too great for any dealer to refuse to take an active interest in it.

The Retail Dealer's Opportunity

Because maple sugar is usually made into hard blocks it may not be generally known that it can be finished in a granulated or pulverized state. When the syrup is boiled to the temperature of 240 to 242 degrees, it will hardly make a medium hard sugar. When stirred sufficient to make the desired grain, it can be poured into the moulds, and by continuous stirring the sugar will granulate and form what is called "stirred" sugar. This sugar when dried out thoroughly may be pulverized, which would make it almost as fine as flour and, if of good quality, almost as white. Retail dealers, wherever in Canada they may be situated, will do well to associate themselves with this co-operative movement, which should do much to build up and greatly improve an industry that has for a number of years shown indisputable signs of decline previous to its present stimulation.

To show the possibilities of increasing the production of pure maple products, it is only necessary to draw attention to the fact that the present estimated value is one and a half million dollars, and investigation shows that two-thirds of this product is of the lower grade. If the higher grade were made, this amount would be increased by at least one-half a million dollars. Our record also shows that practically half of the sap coming from the tapped trees is permitted to go to waste because buckets of too small a capacity are used. This sap, if saved and made into syrup or sugar would make another two millions in maple products. Records further show that about 50 per cent. of the maple trees are tapped. This indicates conclusively that if the best effort was made by all producers the total value of maple products in Canada would be practically eight million dollars per year.

When we consider the fact that the little State of Vermont, with only 10,200 square miles, has a yearly income of $1,086,933 from her maple products, we realize the industry is worth fighting for.

People are alive to the fact that quality counts, and are willing to pay 25 cents per pound for No. 1 and from $1.50 to $2 per gallon for prime syrup. As the purchasing public become alive to the quality of fine, pure goods and as makers learn to manipulate their plants so as to turn out choice products, there will be less and less of the strong, black kind made that will bring only 8 cents per pound, or 75 cents per gallon.

Syrup cans should be made from a good quality of tin. A square or oblong can is preferable, as being more easily packed, less liable to leak, has expansion to allow the syrup to change with the temperature of the weather, and when labelled has a better appearance. For shipment, cans should be packed in boxes and in crates. It often happens that a package of syrup is left lying round, and the cans in crates get dirty, which hinders their ready sale. When packed in a tight box they are kept clean, and when exposed for sale, present a good appearance. The size of the can depends on the market; gallon and half-gallon are probably the best sellers.

Storing Syrup and Sugar

If syrup is of proper consistency and is canned properly, it will keep from one season to another without deterioration. The storage temperature should be cool and fairly uniform, but not near the freezing point, as then it tends to crystallize.

Maple sugar does not keep well in a moist atmosphere. It tends to absorb water and molds readily, more especially if it has been finished at too low a temperature. Maple sugar, therefore, to keep well in storage, should be boiled at a high temperature. After being taken from the molds it may be wrapped in parchment paper, but should not be put in covered containers unless sealed airtight. In such containers it may be stored in a cold place that is dry, but otherwise a dry, warm, even temperature is best.

So long as it is genuine, people will use more or less of it as an annual treat. All purchasers are not satisfied with a dark, strong sugar, but want a better grade, which can always be depended on to bring a higher price. Occasionally the very best grocery stores display really first-class maple products to supply discriminating customers who are willing to pay the extra price which is always demanded for them.

It is not through the regular commercial channels that the first grades of maple sugar command the highest prices. The private customer is the best outlet for the superior article of which the wide-awake dealer seldom has enough to go round.

After one has taken the pains to stock a first-class product, it is worth his while to seek out the best paying customers. A thousand-tree maker in Compton County, Quebec, who covers his buckets and takes every other reasonable precaution to make fine goods, sells practically every pound he makes in local towns and the City of Sherbrooke. At first a little peddling was necessary, but the quality of his goods and generous measure acquired a reputation that spread to an ever widening circle. This grower never takes less than $1.25 per gallon for his syrup or 12½c per pound for sugar, which is moulded in hard 5 to 10-lb. cakes. Another maker puts his fine sugar up in 2-oz. cakes, for which he gets 20c per lb. from all old customers and new ones reached by samples. In another case an extensive maker is said to dispose of the bulk of his crop to private customers at 30c per lb. for the sugar and $2 a gallon for syrup.

MAKES MONEY FROM GROCER

Editor, Canadian Grocer,

Dear Sir—I appreciate your papers and have made money following your advices by buying ahead when goods were going up.

E. J. LeDain

Boissevain, Man.

MARITIME MERCHANTS' CONVENTIONS

The Retail Merchants' Association, New Brunswick branch, will hold its annual convention April 12 and 13, in Fredericton.

The Nova Scotia convention will be held about same time in Halifax.

A. J. Jeffries, formerly representative throughout Northern Ontario, of James Turner, Limited, of Hamilton, which position he has occupied for the past several years, has opened a grocery business in New Liskeard, Ont.

Increased Sales for Soft Drinks

Widening of Prohibition Will Mean Boosting of Other Than Alcoholic Drinks — The Grocers' Great Opportunity to Build Up This Trade—Developing Business in Case Goods —Opening a 'Soft Drink' Department in the Store

LAST week Canadian Grocer had an article which dealt with one of the results of the closing of the hotel bars. This is being gradually consummated and with it is the passing of the trade which the hotel has formerly done in cigars and tobacco, to the grocer.

This would not be the only trade which would accrue to the grocer from the closing of the hotel. Another one, and equally important, if the grocer wants to get after it, is the increased sale of soft drinks.

Consider the difference which the closing of the bar would mean to a great many men. Drinking at a hotel is as natural and as customary to numberless men as is putting on their coats in the morning. To do without their drink at the bar, so long as the bars were there to drink at would be as improbable as that they should do without their food.

The Case of European Countries

This article is to consider the case of the man who will be without the actual opportunity for drinking at the hotel if, and when, the hotels shall be closed down. What will this man do? Is it not obvious that if he cannot drink one thing, he will drink another? In European countries in which, during the war it has been seen fit to cut out intoxicating liquors, notably Russia where vodka is taboo, and France where absinthe is forbidden, enormous increases in consumption of soft drinks have been registered—that is such things as lemonades, grape juice, lime juice, ginger ale, sodas and so on. Tea and coffee, too, have been drunk to a greatly increased extent as a result. Laying aside, for a minute, any consideration of tea and coffee so far as Canada is concerned, is it not reasonable to suppose that Canada will duplicate the case of European nations who have been cut off from the opportunity of getting liquor, and that Canada will register a greatly increased consumption in soft drinks? The point needs little arguing. One reason why the average man goes into a hotel, is certainly thirst, and after the hotel bar is closed, that, if no other reason, still remains. It is settled, then, that though the closing of bars will close the opportunity for selling liquor it will not shut off the average man's thirst.

Who is going to capitalize, in the stead of the hotel, our thirst? Who is going to secure the extra trade which will go begging in soft drinks?

SOFT DRINKS TO BE FEATURED

Among the lines the grocer and general merchant should feature under soft drinks, etc., are the following:—

Grape Juice;
Ginger Ale and other light ales;
Ginger Beer;
Cream Soda;
Sarsaparilla;
Lime Juice;
Lemonade and Lemonade Powder;
Orangeade;
Mineral and aerated waters;
Ice Cream.

Where are soft drinks sold now? The amount of soft drinks sold in hotels is negligible, there is a little sold there, but very little. Who, then at present is getting the revenue from soft drinks? First there is the soda fountain, that is the ice cream parlor; there is secondly the case of the druggist (since in Canada the drug store sells everything else but drugs for a living and drugs on the side), and, thirdly, and by no means lastly, there is the grocer.

Consider the case of the grocer who has been selling grape juice, ginger ale and other soft drinks up to the present. In most localities he has done a limited trade in them, primarily because he has been fighting the opposition of the hotel, secondly, because he has been fighting the competition of other soft drink merchants, and, thirdly, because he has not had room in his store to incorporate a department in which soft drinks might be sold as drinks are sold in a bar.

The Re-action On the Grocer

If the bars go, there will automatically be a greatly increased demand for these soft drinks. This demand will react on the grocer in two ways. First of all, it will mean that a good deal more business will be done in case goods. In other words the slogan of the man who cannot drink at a bar will be that he will drink at home. He will, therefore want these soft drinks sent home in cases. The majority of grocers, of course, do a limited trade in this at present. That is one avenue along which the soft drink trade in the grocer's hands will be increased. This particular trade can be developed more and more, and the grocer should use this time as the time to begin planning for extension. If the hotels go dry in more provinces in Canada—and it would look from present appearances that they will so do very soon—the time for planning this extension is now. Start, then, a campaign for boosting the slogan "Drink at Home." Point out by newspaper ads, personal messages and displays given over to soft drinks, that if the hotel goes, the place to drink will be at home, and that you can supply the want for drinking at home, by sending out cases of soft drinks. Develop the trade along the line of selling cases of soft drinks to the home.

Corralling a New Trade

An important way by which the retailer can now branch out is to corral a good deal of the trade in soft drinks, is by opening a "while you wait." Why shouldn't the grocer, as well as the druggist and the ice-cream man, have a couple of tables and half a dozen chairs and dispense soft drinks to people so that they can take them there? Some grocers do it already. Better still, in towns where at present there is no ice cream parlor, why shouldn't the grocer open a parlor and run it as an adjunct to his own business of general groceries, and thus try to get this extra business which is going to be dropped owing to the hotels going out of business? The grocer might as well figure that, by initiative, he can get the business for himself. There is no reason why the local grocer shouldn't beat a new man to it, and open a department exclusively for the building up of a big trade in soft drinks, creating an ice cream parlor, or a soft drink parlor, which he can run in connection with his own store.

Where there is a gap and where there is an opportunity, be sure that there will not long be one. As prohibition becomes more general, as the bars go out of business and soft drinks are increasingly in demand, if there is no one in your town to take care of that demand, depend upon it that the opportunity will soon be snapped up. Why not snap it up yourself? Why not adopt the suggestion of opening either a little parlor for dispersing soft drinks which you could run in connection with your store, or if not that, why

(Continued on page 28.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building: Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733 Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation, the recognized authority on expert circulation examinations.

Vol. XXX. **TORONTO, MARCH 24, 1916** **No. 12**

SUGAR ADVANCES FORECAST

MERCHANTS who have been watching the vagaries of the sugar market columns of CANADIAN GROCER, have seen sugar advance to the tune of seventy cents a hundred within about a month. On February 17, the Montreal market advanced from $6.65 basis to $6.75. Our market editor, in his resume which was written on the 15, said: "Before this gets to press higher prices are not unlikely." They came before the issue was in the hands of the trade. On March 2 a similar advance was registered, and again CANADIAN GROCER, before the actual advance, pointed out that sugars were unduly low and said: "An advance of 25 cents would no more than cover the situation." Following the increase of ten cents on March 2, was another for like amount, on the very next day. Five days later a fourth advance of ten cents occurred—again hinted at in our market columns—and on March 14 and 16 respectively, an advance occurred of fifteen cents. Thus sugars have averaged an increase in price of over fifteen cents per hundred per week for the last month.

There have been two or three reasons. One has been the quiet but continuous buying by Britain. Another has been crop reports about conditions in Cuba. But the first and most important has been the shortage of available raws, and the speculation therein which has been going on. As far back as December 3, 1915, CANADIAN GROCER said: "As long as raws are short, whether refiners have had their requirements or not, there must be a firm (market) undertone." Refiners do not appear to be overstocked with raws. At every advance they buy, but apparently, their purchasing is very gingerly done, and they always come back for more — when the market registers another advance.

The present outlook shows nothing of immediate declines in sugar levels. There is no sign of weakness. Holders of raws are in a strong position, and they know it. Refiners are not—and holders of raws know that, too. Immediate easiness in the sugar market is improbable.

NEW BUSINESS IN SOFT DRINKS

ON another page of this issue the problem of retail grocers going in more for soft drinks and non-intoxicating beverages is exploited. The Prohibition Movement, which is gradually gaining momentum in different provinces, is bound to bring about a greater consumption of these drinks than before. Particularly during the summer, people who were accustomed to drink at the bar of an hotel are going to drink elsewhere and they are going to drink non-intoxicating beverages in prohibition and local option provinces and districts.

The grocer who goes after this trade is bound to be rewarded for his enterprise. He should not delay in getting an aggressive plan under way to take care of this business as soon as it presents itself.

GIVE TRAVELER A SQUARE DEAL

THE traveler is entitled to the same consideration from the retailer as the retailer gets from a customer to whom he suggests a purchase. This is an age of business on scientific basis. When a salesman wastes time on a business call, it adds that much more to the cost of the trip and means that much more waste energy; wasted energy advances costs.

Travelers are sometimes compelled to waste too much time in their weekly rounds. It would appear that some merchants take delight in keeping them waiting.

Of course, the traveler should give the right of way to a customer at the counter or when the merchant has some other very important business to transact. But there should, however, be no reason for a merchant deliberately working away at his books and in other ways killing time when a salesman is waiting to interview him. Many have the idea that the salesman is something that must be avoided like a plague instead of being treated as a friend with a lot of information up his sleeve. There are many branch lines throughout the country where there is only one train a day. If the traveler misses this, he must drive to the next town or wait over and then the chances are his week's work is dislocated.

It is a fact that many travelers have real grievances against some retailers. Of course, a large number and, no doubt, the majority of retailers give the traveling salesman a fair treatment and a square deal but there are others who do not. Here and there we may see a traveler who probably does not deserve the consideration and full respect of the retail trade. But it is an easy matter to tell him politely where you stand. There is no necessity of keeping him waiting for any length of time unless important business necessitates it.

MAPLE PRODUCTS' FINES

IN ONE of the Senate Debates at Ottawa recently, there was a question on the paper with reference to the adulteration of Maple Sugar and Maple Syrup. Honorable Mr. Sproule enquired as to how many prosecutions were instituted against manufacturers and vendors of impure or adulterated Maple Syrup and Maple Sugar, of those whose names appear in Bulletin 325, Inland Revenue Department, as having violated the law; also he wanted to know the name and place of business of those reported against as manufacturers or vendors of the impure or adulterated product. The question was answered by Hon. Mr. Lougheed showing that four were prosecuted for selling illegal maple syrup. Three of those from whom maple sugar was collected were fined $25 and $10 costs. Another was fined $25 and $12 costs; one fine and costs $14; two others $25 fine and $9 costs; another $25 fine and $12; two more fines and costs $36.70. Still another was fined $5. Several cases are still standing.

This information shows that various fines were made, apparently according to the view of the case held by the magistrates.

BEWARE OF BAD CHEQUES

BANKS will not cash a cheque for any person whom they do not know, or who is not identified by someone known to the bank. This undoubtedly saves them a great deal of worry as well as a great deal of loss during a year.

On the other hand there are merchants almost everywhere who will cash a cheque for anybody. They do not take into consideration whether the presenter of the cheque is an honest citizen or a swindler. We read in the press almost every day of cases where merchants have been "taken in" by forgers who contrive in some way or other to get the retailer to cash cheques for them. This is responsible for a great deal of loss and as it is a leak that can be eliminated, it is an unnecessary loss.

Every merchant should make it a fixed rule never to cash a cheque for anyone whom he does not know or who is not identified. While the precaution sometimes may not be warranted, yet a little extra care removes all doubt and is a safety check worth its weight in gold.

MEANING OF BUTTER RESTRICTIONS

NEWS comes from Germany that restrictions have been put upon the consumption of butter, making the maximum quantity allowed for each person 5 ounces weekly.

Few understand, except those who have traveled through Germany and know the tastes of the people, just what this means to the German haus-frau. The German woman uses butter or lard or some kind of oil for practically all her cooking; without it she is practically lost. It is stated that she will worry more over the lack of butter or oil for cooking than over anything else. The significance, therefore, of this regulation is only seen when the above is taken into consideration.

EDITORIAL NOTES

ACCORDING to the *London Standard* of Jan. 13, 23,000,000 pounds of jam have been ordered from Australia by the War Office for delivery during the current year, compared with six or seven million pounds ordered and supplied last year. Victoria has orders for 11,500,000 pounds, and Tasmania, the orchard of Australia, which figures so largely in the fruit export, has received orders for 7,500,000 pounds. New South Wales has contracts for the supply of 4,000,000 pounds.

IN CONNECTION with the recent large orders of canned goods in Canada for the British Government, it is interesting to note that other parts of the Empire are equally benefiting by similar orders. And the fact that this is so makes it necessary for dealers, wholesale and retail, of the lines affected, to keep well informed of the movement of these large orders, as the cumulative effects of them will undoubtedly have some effect on this market.

Cardwriting Made Easy

by R.T.D. Edwards

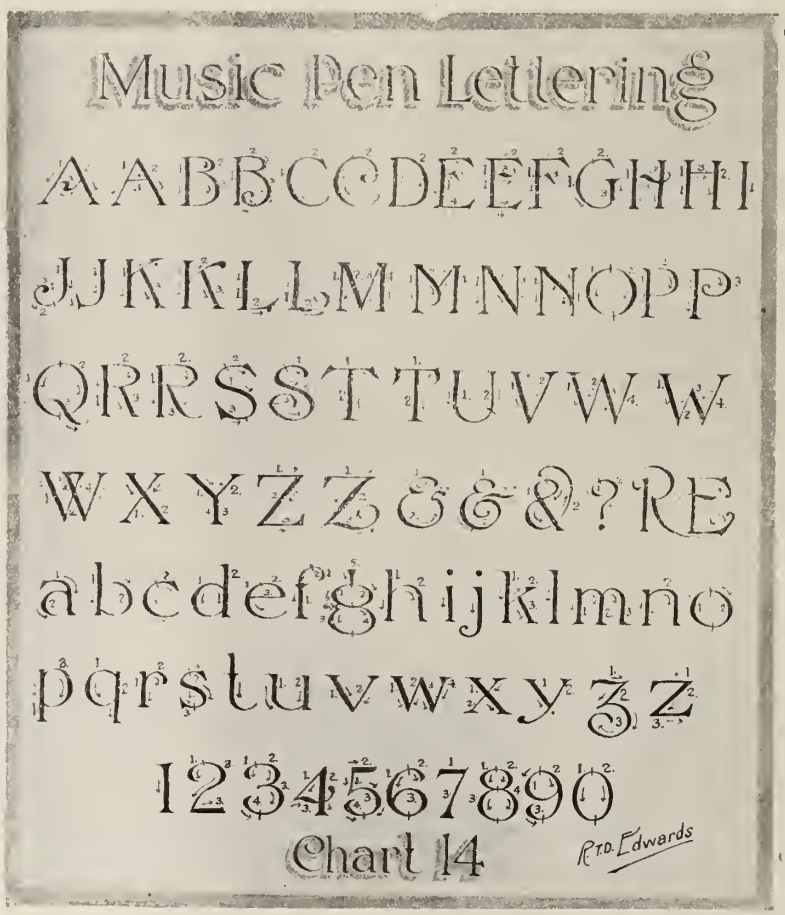
LESSON NO. 15—MUSIC PENS

THE music pen is one of the most important of the newest tools introduced for lettering purposes. This pen was invented and used for the purpose of writing music, and it was some time before its value for forming letters was found out.

The music pen's great fortê is in lettering with heavy opaque color on plain white card or mat board. For general lettering, of black on white card, the round writing pen is best, but when a finely lettered card is required, the music pen is superior.

In no case should ink be used with the music pen. Heavy cardwriting color, slightly thinned with water, will be found the most satisfactory. The surfaces of mat cards are not as smooth as the white coated cardboard and therefore require something that will not cut the surface of the card as the round writing pen does.

The music pen fills the bill completely. The color can be applied perfectly in a clear-cut manner without causing any rough edges.


Music Pen Lettering
A A B B C C D E E F G H H I
J J K K L L M M N N O P P
Q R R S S T T U V W W
W X Y Z Z & & ? R E
a b c d e f g h i j k l m n o
p q r s t u v w x y z z
1 2 3 4 5 6 7 8 9 0
Chart 14
R.T.D. Edwards

The using of white color on dark mat board has been, to most beginners, very troublesome, but with the use of the music pen and a fair amount of practice, this can be overcome. The idea is to get the white, or any color for that matter, quite clear with one stroke of the pen, because it cannot be gone over a second time. The color must be at the right thickness and this can be found out only by experience. The color must be kept thoroughly mixed while in use. Do not allow the size to come to the top of the color or the cardboard will show through it.

The Manipulation of the Pen

Study carefully Figure 2. This shows two illustrations of the music pen: the first, as the pen appears when closed or ready to make a fine stroke; the second, the pen as it appears under pressure, making a broad stroke. You will notice that this pen is triple-pointed. This is the secret of its being able to flow the heavy color. A two-pointed pen will not allow the color to flow from it as freely as the three-pointed one. The principle of the manipulation of this pen is to make the narrow strokes of the letters with the pen closed, while the heavy strokes are regulated by the amount of pressure used to spread the points.

Graduating of the Strokes

The graduating of the strokes needs much practice. The best way to get used to handling this pen is to use plain white card and any show card color you have, providing it is not ink, and practise all the different strokes which are composed in the formation of the alphabet. This will give you the best knowledge of the working of this pen.

One of the most important points about the pen's work is that many sizes of letters can be made with it, graduating from very small up to its capacity, about an inch in height. Figure 2 shows different sized letters made with the same pen.

Mat Board

As stated before, the principal use of these pens is for lettering on mat board, therefore it is necessary to know something about this. Mat board was not first made for

show cards and is not made now exclusively for this purpose. Its main use is for picture mats, photo mounts, calendars, etc. Show cards are really a secondary consideration with matboard manufacturers. Nevertheless, many plain and fancy matboards can be worked up into fine, attractive show cards. It is not advisable to stock up with fancy boards. The plainer kind are the best for all classes of fancy showcards. The kinds most advisable are cream, buff, light, dark and medium grey and brown tones. Many different finishes can be secured in these colors, such as linen, pebble, ripple, clouded, besides the plain. The plain finish is preferable where fine, accurate lettering is necessary.

Some Matboard Finishes

Figure 1 gives an idea of some of the finishes procurable. Do not stock up heavily on wood grain boards, because there are not many occasions when they can be used to good advantage. Wood grains can be obtained in oak, walnut, mahogany, etc.

Make Your Own Covered Boards

Cardwriters who do not wish to go to the expense of ordering matboard can make a very good substitute by getting cover papers from wholesale paper houses. These can be mounted on plain pulp cardboard, by using a heavy flour paste. To keep the card from curling, paste a cheap paper of the same weight on the back of the card and press it under a heavy weight until dry. A very beautiful assortment of fine colorings can be obtained in this way.

The Chart

In general appearance this lettering is very similar to the round writing pen work shown in lesson 13, but in execution it is vastly different.

"A" is a good example of the use of the music pen. Stroke one is made with the pen closed, while stroke two is made by using more pressure to get the broad line. To make stroke three, use heavy pressure in the centre of the stroke. Both ends of this stroke should be made with very little pressure, to get the fine lines. Stroke three of the second "A" is made with the pen closed.

"B" is a letter of three strokes. Pay special attention to strokes two and three. The heaviest pressure must be used in the centre of each stroke. The second "B" is composed of four strokes. Stroke four is used to give a variety to the work, but should only be used at the beginning of the "reader" of a showcard or in headlines. Never use a fancy letter in the body of the "reader."

The "C" in both cases is a two-stroke letter. The difference in the manipulation of the music pen from the round writing pen is illustrated in the second "C." Note that stroke two is finished by shoving upwards on the pen which would have to be completed with two strokes with the square-pointed nib.

The "D" is the same in appearance as that made with the roundwriting pen.

The spur-making on the "E" and "F," as on many other letters, should be watched carefully. By much practice these can be made with one stroke. To make the right hand top spur, spread the pen the full width at the commencement and as the stroke is made release the pressure gradually until the fine line is reached. The bottom spurs must be made just the reverse. Stroke three of the second "E" is made by starting and ending with a fine line, using pressure on the pen in the centre.

"G" is a three-stroke letter. Care must be taken with the joining of strokes one and three.

Stroke three of "H" is made after the same manner as stroke three of the second "E." This style of "H" should not be used in the midst of the "reader," but only for heading purposes. The second "H" is of the plainer variety and can be used on any part of the card. Take care to make the two outside strokes parallel.

Care must be taken to keep the "I" at right angles with the guide lines.

It is best for beginners to make the "J" with three distinct strokes. With practice this can be made with one entire stroke. The second "J" shows the use of the spur on the tail.

The "T mat" card represents the use of the "music" pen, the lettering being made with it with the one-stroke method, as previously explained. The price being too large for stroke, was outlined with the same pen and afterwards filled in with a small brush. It is necessary before any work is done on the card to lay it out accurately with a soft pencil.

The card itself is a linen finished cream mat board and all the lettering and price is done with black. The heavy diagonal band behind the lettering is of light brown and applied after the lettering was done. When this was all dry the letters were outlined with white with a small brush.

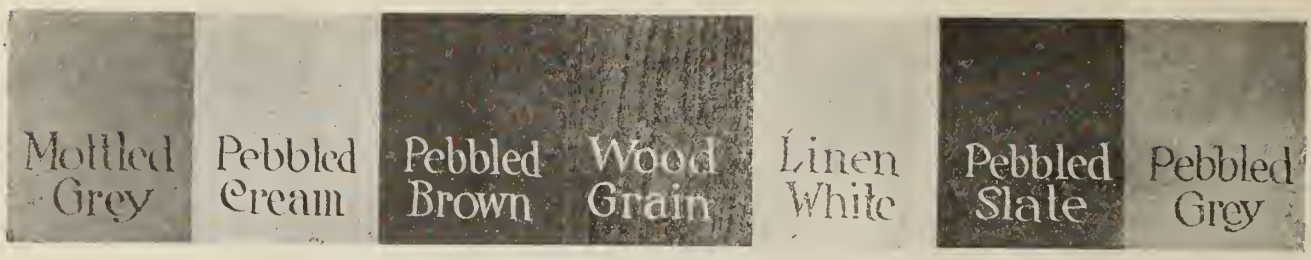
Note that stroke two of "K" joins stroke one above the centre. The second "K" shows a variety in stroke two.

A plain and fancy "L" is also shown. Stroke two of the "L" is made with one stroke.

The "M" is a letter that always needs careful practice. Be sure to make the lower centre point at equal distances between the ends of strokes one and four. The second "M" shows a variety in stroke two.

Joins, similar to that where stroke two joins stroke three, have to be completed with the point of the pen. Stroke two of the second "N" shows a curved stroke instead of a straight one.

The "O" is completed with two strokes. Note that the widest part of these two strokes is midway between the guide lines.



Some of the finishes procurable in mat board.

The first "P" is a plain one and the second one is of a fancy nature for heading purposes.

The "Q" is the same formation as the "O," with stroke three added. This stroke should present a graceful appearance.

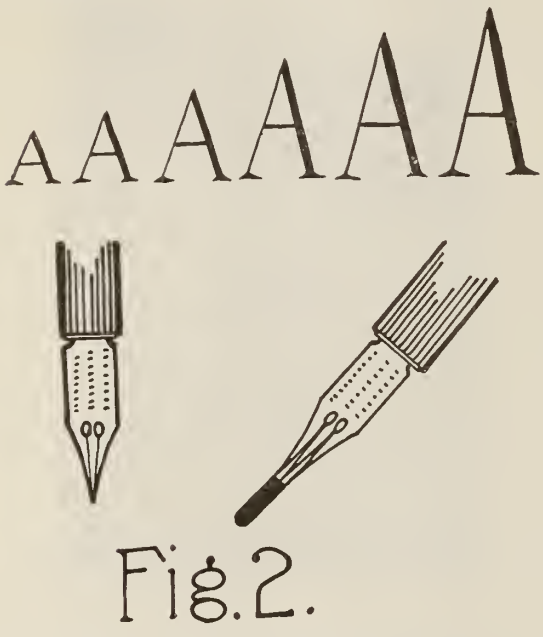


Fig. 2.

Two styles of "R" are shown. The first of plain variety. The second shows a change in stroke two. This makes a nice variety for illuminated caps or headline use.

Two styles of "S" are shown; first, the plainer, spurred letter, and the second the long, sweeping tail variety.

Only in the spur-making do the "T's" vary. The second letter is quite popular for headline work.

The main part of the "U" is made with two strokes of the pen. Much practice is needed to perfect stroke one.

The manipulation of the pen for the formation of "V" and "W" is very similar. Give particular attention to the formation of the last "W"; note how the strokes cross.

The formation of the "X" is similar to many others shown in previous lessons.

The "Y" is also the same formation as shown before. Be sure to join strokes one and two a little above the two guide lines.

The "Z" is of the plain Roman formation, but the second "Z" is of the fancy variety.

You should practise many times the formation, but the second "Z" is of the fancy variety.

You should practise many times the formation of the "&'s." They are being used constantly by cardwriters. Many other styles can be made, but these are sufficient to start.

The lower case formation is very similar to the round-writing pen formation and does not need any detailed explanation.

The arrows show the directions in which to draw the pen and the cross bars show where the continuous strokes join, so with following the same principle as explained for the upper case lettering you should be able to master the lower case without much difficulty.

Charging Interest on Past Due Accounts

New England Grocer and Tradesman.

Much has been said and written on the subject of charging interest on past due accounts, though neither good nor sound reasons have been advanced as to why it should not be done. Many excellent and logical reasons have been offered in its favor. There are, perhaps, some business houses that recognize the justice of the charge yet do not make it for fear of offending or driving off customers.

These are times of keen competition, with the cost of doing business constantly increasing and net profits dwindling almost to a vanishing point. With the proper classification of expenses and revenue and a good system of accounting it is an easy matter to analyze the results of a business for any given period, but oftentimes the hidden or unknown leaks cause the most trouble. Then again there are leaks that are known to exist and are recognized as detrimental to the business, yet are not abated because of fear of competitors or patrons. If a policy is sound in principle and is recognized as the right thing to adopt it should be put in operation regardless of past customs or the probability of offending some patron who is constitutionally opposed to "rendering unto Caesar the things that are Caesars'."

A careful analysis of the question as it bears directly upon any business will convince almost anybody, even the most skeptical, of the wisdom and the justice on the affirmative side. Now, it has been questioned and is questioned by a great many thinking business men, students of business, whether or not the no-interest policy increases the sales a single dollar, or, if it does they inquire as to whether it is not from that class of trade which disregards terms and looks upon merchandise as a separate and distinct thing from actual capital, judging from the way some wish to use it without giving adequate compensation therefor. The bill of goods to a seller represents actual cash plus his profit and the profit is based upon the assumption that the money will be returned at the end of the time as agreed upon in the sale. If it is not, then the expected profit is not realized and it diminishes every day that the payment is delayed.

John J. McDonald, with the Western Canada Flour Mills, at Calgary, Alta., for past three years, has joined the A.S.C. under the command of Capt. Cardell.

ALWAYS WELCOME

MacLean Publishing Co.

Dear Sirs: The Canadian Grocer is always welcome, and we are glad to see MacLean's Magazine is beginning to come to its own. It is our pleasure to speak a good word for both at all times.

J. C. McFARLAND,
Edmonton, Alta.

Laws That Govern Poison Sales

Extracts From Dominion Laws With Which General Merchants Should be Familiar — How Goods Should be Packaged to Conform With Law—Penalties for Non-Compliance.

From information secured by a Canadian Grocer representative in interviews with officials of Inland Revenue Department and Department of Justice.

INQUIRIES very frequently reach the office of Canadian Grocer asking for information regarding the law governing sales of such lines as Paris green, wood alcohol, arsenate of lead, ammunition, firearms.

The subjects have all been treated in past issues of this paper, but in this issue a summary is given of practically all legal restrictions which the retailer encounters when selling ordinary general lines over the counter. During the past year police authorities and inland revenue officials have been very active in their efforts to enforce the law. A fairly large number of prosecutions have been instituted and convictions secured, resulting in fines being inflicted on those who, in most cases unintentionally have run foul of the law. It is important, therefore, that every general merchant should acquaint himself with the provisions of the law as outlined in this article. It is also important that clerks in the store should become familiar with the provisions, because the merchant is always held liable for sales made by the clerks.

Name of manufacturer or person putting up the package

PARIS GREEN

POISON

Name and address of retail firm selling poison

How to Sell Paris Green

There is no law prohibiting the sale of Paris green in general stores, provided the Paris green is put up in well secured packages, distinctly labelled with the name and address of the person preparing or putting up such packages, the name of the poison, and marked poison.

There is a further provision (sec. 33) of the Act, which requires that when poisons are sold at retail, the package shall bear the name and address of the proprietor of the establishment in which the poison is sold.

Some retailers buy their Paris green, already packaged. Others buy it in drums and have it packaged by the clerks. When the Paris green is packaged by the manufacturer, the latter usually has the package stamped in the proper manner. It is necessary, however, for the retailer to add his name and address to the package in order to comply with the provisions of the law.

The accompanying panel shows the information required on a label to be affixed to a package of Paris green, when sold at retail.

There is nothing in the Act requiring a general merchant to take the names of persons purchasing Paris green.

Arsenate of Lead Can Also Be Sold

Arsenate of lead, like Paris green can also be sold in general stores, provided the packages are well secured, and distinctly labelled with the name of the person preparing or putting up such packages and marked poison. When sold by retail it is necessary to show the name and address of the proprietor of the establishment in which the poison is sold.

Other Poisons

Nothing in the Inland Revenue Act prevents retail merchants from selling hellebore, tincture of iodine, carbolic-acid, not exceeding a five per cent. solution and London purple, if such articles are put up in well secured packages distinctly labelled with the name and address of the person preparing or putting up such packages and marked poison. It is also necessary when selling these poisons by retail to give the name and address of the retailer.

Name of manufacturer or person putting up poison

WOOD ALCOHOL

POISON

Name and address of firm selling poison

Law Governing Sales of Wood Alcohol

All provinces are included under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. In order to comply with the law, the retailer must affix to all vessels containing wood alcohol a label bearing the words, "Wood Alcohol, Poison," in black letters, not less than ¼ inch in height.

Section 10 of the Act interests the general merchant particularly and reads as follows: Any vessels containing wood alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words "Wood Alcohol, Poison," in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section, shall incur a penalty of not less than fifty dollars and not exceeding five hundred dollars.

Name of manufacturer or person putting up the package

ARSENATE OF LEAD

POISON

Name and address of retailer selling poison

Retailers should bear in mind that the law calls for black letters on the labels. A Toronto hardware firm was fined some time ago for using red-lettered labels instead of black as called for by law.

In Prince Edward Island wood alcohol is under the ban of the Prohibition Act.

Law Governing Sale of Ammunition to Minors

Selling ammunition to minors under 16 years of age, is in contravention of the Criminal Code Amendment Act, 1913. Section 119 of the Act of 1906, was repealed and the following substituted in 1913:—"Every one is guilty of an offence and liable on summary conviction to a penalty not exceeding fifty dollars, who sells any firearm, or gives or sells any pistol, air-gun, or any ammunition therefor, to a minor under the age of 16 years, unless he establishes to the satisfaction of the justice before whom he is charged that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good

reason to believe that such minor was not under the age of sixteen years."

Law Governing Fire-Arm Sales

The Offensive Weapons Act, proclaimed April 22, 1911, makes it necessary for all persons who wish to legally purchase a revolver to secure a permit from a duly authorized official. Extracts from the section affecting general store trade are as follows:—"Every person who exposes for sale, offers for sale, or sells any bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker, slung shot, or who sells a revolver, pistol or air gun to any person other than one holding a certificate issued under section 118 of the Criminal Code, or one, being over 18 years of age, who produces to and leaves with the vendor a permit in writing, signed by the Superintendent of Provincial Police, or a Chief Constable of a city or town, allowing him to purchase a revolver, pistol or air gun, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor or to both, and the bowie-knife, dirk, dagger, stiletto, metal knuckles, skull cracker or slung shot, revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of Provincial Police, or destroyed as such magistrate or justice may see fit.

3—(1) Every person who sells a revolver, pistol or air gun under the provisions of section 1 hereof, without keeping a record of the date of the sale, name of maker, serial number of such revolver, pistol or air gun, and the name, address and occupation of the purchaser, or who sells or exposes or offers for sale any revolver or pistol which does not bear a serial number and the maker's name, shall be guilty of an offence and liable on summary conviction to a penalty not exceeding $200 or less than $25, or to imprisonment for a term not exceeding six months with or without hard labor, or to both, and the revolver, pistol or air gun so exposed or offered for sale, or sold by such person, shall be confiscated by the police magistrate or justice and transferred to the superintendent of provincial police, or destroyed as such magistrate of justice may see fit.

(2) The record referred to in subsection 1 may be inspected at any time by any peace officer and a copy thereof shall be transmitted by the person making the sale to the superintendent of provincial police within seven days after the 31st of March, 30th June, 30th September, and 31st December in each year. A violation of this subsection shall render the offender liable, on summary conviction, to a penalty not exceeding $50.

Credit Men in Quebec

Concentration of Effort in This Province Links Whole of Canada—Address by the General Manager.

Montreal, March 22.—(Special.)—The Canadian Credit Men's Trust Association, Limited, has at last concentrated its efforts in the Province of Quebec. A large and representative meeting of wholesalers was held in the Windsor Hotel, Montreal, recently, all trades being represented. The general manager, Henry Detchon, went fully into what the association had already accomplished in the way of legislation in other provinces throughout Canada. He dwelt upon the unsatisfactory conditions regarding the insolvency laws which prevail in the Province of Quebec, and advocated a Federal Bankruptcy Act, which would prove in the case of a known insolvent that an insolvent debtor should be forced to make an assignment. He stated that as a quid pro quo the wholesale trade was willing to grant a discharge to an honest debtor. He deprecated, however, the establishment of expenses of bankruptcy courts with all their consequent extravagance in the way of legal and other charges. He was not backward in stating that the practice in the City of Montreal of soliciting assignments was one of the worst features in the insolvency business.

The Credit Men's Association has been strong in every province except Quebec, and a great deal of good work has been accomplished. The effort now is to secure the co-operation of strong wholesale and manufacturing concerns in Quebec in a campaign to fight poor accounts and eliminate bad debts. The indications of the Montreal meeting were that the wholesalers would give their co-operation.

D. S. Benvie, of the firm of Jas. Robinson, occupied the chair. A vote of thanks to the speaker of the evening by W. L. Helliwell, the newly-appointed manager of the Gurney Massey Co.

It is believed that the association will have hearty support from the Canadian Bar Association, Quebec Bar Association, and the Legislature in the endeavor to improve conditions under which credit has been extended.

H. H. Cromwell, who has been representing the association in Montreal, has joined the Canadian Army Service Corps and expects to leave for the front at any time. It is understood that he will be replaced by a strong man, who will have the confidence of the entire trade of Montreal.

INCREASED SALES FOR SOFT DRINKS

(Continued from page 21.)

not give over a portion of the store to a soft drink department, or in some way make plans to step right into the breach created by the hotels going out of business, and cash in yourself on the money to be made in soft drinks.

Quick Action Expedient

The grocers should be seriously considering the question now. The time to consider the opportunity will not be when it is right on your head, and when everybody else is considering it. The time to consider and make your plans is now. Undoubtedly as prohibition becomes effective in the provinces, the soft drink trade will be boosted enormously. This, like the extra trade in cigars noted last week, is a great opportunity for the grocer. By establishing a department especially for soft drinks, by giving over a portion of the store to the selling of them, or else by developing the trade to be had in case goods, sold right in to the home—one way or the other or all—you should be planning now to cash in on the extra trade to be got through the big demand there undoubtedly will be for soft drinks.

SUPPLY OF COCOA TO NEUTRAL COUNTRIES

In view of the statement made in the British Parliament and in the British press with reference to the export of cocoa to Holland, Denmark and Scandinavia, several of the larger cocoa firms in Britain are hastening to disclaim responsibility for the large figures quoted. Cocoa exports in 1915 have been given as 34,520,987 pounds. The large exporters, it is pointed out, are known to the Government, since a license has to be obtained before the goods can be shipped to the continent. It is also easy for those in touch with the market to identify those who are buying for export.

NEWFOUNDLAND'S HERRINGS

The herring fisheries of Newfoundland have completed one of their most prosperous seasons. Total exports totalled 80,100 barrels of pickled and frozen fish, the largest since 1911. The year's catch had a market value of $238,700, which was $40,000 more than the value of the larger 1911 catch. Motor boats were very largely used in place of row boats this season in the west coast bays where most of this fishing is carried on.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

M. Jardine, grocer, Newcastle, N.B., died recently.

E. Courville & Co., general merchants, Montreal, have registered.

Enoch Buzzell, general merchant, Cowansville, Que., died recently.

La Societe Menagere, manufacturers liquid soaps, Montreal, have registered.

J. Myerson & Son, is a new firm of wholesale grocers establishing in Montreal.

A. Bergeron & Fils., grocers, are opening a business in Montreal; L. A. Bergeron registered.

Kenneth MacRae, of MacRae Bros., grocers, Richmond, P.Q., died suddenly last week.

The Atlantic Sugar Refinery Company has secured an order from the British Government for 5,000 tons of refined sugar, the estimated value being well over the $500,000 mark. President of the company, D. Lorne McGibbon, states that full shipment would be made before June 1. Apparently Britain is in the market for sugar on a large scale, and this is one of the reasons for high prices prevailing. Advances totalling 70c in a few weeks, bringing prices higher than they have been for years, is quite unique.

About 150 business men were present at the banquet of the Canadian Credit Men's Trust Association, held in the Rose Room of the Windsor Hotel, Montreal, recently. D. S. Benvie, presided over the gathering, while the guest and speaker of the evening was Henry Detchon, general manager of the association, who explained the benefits and working of their organization. A number of slides were shown illustrating the forms used, the methods adopted to obtain information, and copies of files from the head office, and these served to make clear how beneficial was the work of the association in assisting the business man in his credit sales.

Ontario

Samuel Reid, general merchant, Victoria Harbor, Ont., died recently.

The death is announced of William Snively of Petrolia, formerly a grocer there.

J. Hazelton, general merchant, has erected a handsome new business block at Killaloe Station, Ont.

The Kelly Tobacco Co., London, Ont., has been granted an Ontario Charter.

George Laing & Sons, are giving up business at their branch store at Mount Salem, Ont., and intend moving the stock to Richmond in a few days.

A building permit was recently issued by the city architect to the Club Coffee Co., of Toronto, for the erection of an $8,500 addition to their premises at 240 Church street.

Stanley B. Denton has bought Mrs. F. H. Simpkins' grocery business in Tillsonburg, Ont., and will continue it in the same stand. Mr. Simpkins intends returning to St. Thomas.

The death was announced last week in Ottawa hospital of John Sullivan, grocer, of Arnprior. Mr. Sullivan was 61 years of age and had long been in a poor state of health.

The Holland Rusk Co., of Holland, Mich., have recently appointed The Harry Horne Co., of Toronto as their Sales Agents for Canada. Holland Rusks are not a new product on the Canadian market so are not unfamiliar to the trade.

The question of the export of fish caught in Canadian waters was discussed at some length by the Chatham Board of Trade recently, and a special committee was named to draft a resolution calling on the Government to take some action to relieve conditions. All boards of trade and city councils in the Province will be asked to join in the movement.

A serious fire occurred recently at Reisner Bros.' grocery store, Walkerville, Ont. The building, which was a two-storey frame store and dwelling, is practically a total wreck and the estimated loss is from $5,000 to $7,000 on building and stock. There is some insurance, but not sufficient to cover the entire loss, it is claimed.

The Retail Grocers' Association of Hamilton, met recently. John Young asked the members to keep what waste paper they have and deliver it to the headquarters, where it is being collected for the Red Cross. This will be done, but it was stated that the grocers were unable to lend their wagons for collection purposes on Monday mornings. The annual visit of the Brantford Association to Hamilton will be made in the near future.

Western Canada

A. Robbins, grocer, Winnipeg, passed away recently.

J. D. Score, grocer, Winnipeg, sustained a fire loss recently.

Weidman Bros., wholesale grocers, Winnipeg, are incorporated.

Murchison & Ross, grocers, Kindersley, Sask., are incorporated.

Norman Lanktree, grocer, Winnipeg, is succeeded by J. H. Creighton.

E. E. St. Peter, general merchant, Hodgson, Man., has commenced business.

Surdia & Co., general merchants, Limerick, Sask., are succeeded by Wm. George.

L. A. LaFreniere & Son, general merchants, Howell, Sask., have sold to L. Normand.

M. P. Lemon, general merchant, Strassburg, Sask., is succeeded by the Pioneer store.

Peterson & Thorne, general merchants, Foam Lake, Sask., have dissolved, S. T. Thorne continuing.

Cohen & Laskin, general merchants, Goodeve, Sask., have dissolved, Wm. Laskin continuing.

Surdia & George, general merchants, Assiniboia, Sask., are succeeded by Surdia & Altman.

The Wayside Store, Westlock, Alta., recently opened for business, succeeding Isaac Hawkins.

D. J. Dyson, of The Dyson Co., 109 Higgins Ave., Winnipeg, has been re-elected president of the Winnipeg Industrial Bureau.

The department store of John Brown & Sons, Neepawa, Man., was partially burned on Sunday, March 11. Groceries suffered badly from heat and smoke.

J. F. Clarke & Co., who have a general store at Watrous, Sask., are enlarging their present premises by addition of adjoining store.

An overheated stove caused a fire in Young's grocery store, 333 Seventeenth avenue east, Calgary, recently. The fire brigade was called out. About $600 damage, fully covered by insurance was done.

Campbell, Wilson & Strathdee, of Swift Current, wholesale grocers, suffered a loss of $3,000 by fire recently. It was covered by insurance.

Letters to the Editor

Editor Canadian Grocer:—

Dear Sir,—Being a subscriber and reader of your valuable paper and not being able to attend the different association meetings, I would like to enter a little comment through your paper.

First I wish to take up the adulteration of the different foods. In your issue of March 3, 1916, you have a lengthy article on Adulteration of Olive Oil. In that article you tell of 159 different samples examined, so many met the requirements by being so and so; so many passed because they had the word cotton seed oil printed somewhere on the label, but 43 were considered adulterated, because they didn't have the word cotton-seed oil on label. Now then, Mr. Editor, if this court of inquiry is going to consider (guess) that an article is so and so, I would like to ask you how the retailer is going to find out? Guess too?

Again, as to the retailer's protection: You say the law holds the retailer responsible for selling goods that are not wholly up to the standard of the pure food laws. In that case the retailer has got to go to the trouble to have every brand of everything he sells in the line of food, analyzed to find out whether there is any adulteration in it. And in case it is found to be adulterated, it would go into the dump heap and the "poor cuss" fined heavily for having it in his possession and the wholesaler and manufacturer go scot free. Well, if that isn't a "beauty" of a law then I am from Missouri. You say that the Government protects by our going to every manufacturer of all the goods of various kinds and get a warranty from them. That would be another gentle little trick. Why can't the Government protect us by saying to every manufacturer: "See here Mr. or Miss, or Mrs. Manufacturer, we want you to put out goods that come under the pure food law, or we will make you sweat for it." Then the retailers would have some protection; as it is, I consider, we haven't the least bit of protection.

You say that this law was made to cut out the retailer who is bound to buy cheap goods. All that I know about it is that I get my goods from such companies as the A. Macdonald Co., the L. T. Mewbern, the Campbell, Wilson & Horne, the Red Deer Grocery Co., etc., and I have to pay their prices, and I should like to be protected.

Trusting that we may hear from others, I am,

Yours for business,

(Signed) JAS. M. MEYERS.

Sylvan Lake, Alta.

Editorial Note.—While it is no doubt a hardship for the retailer to be fined for selling an article which has been marked "pure" on the label, but which eventually turns out to be adulterated. This, however, seldom happens, although it does occasionally.

But, for instance, when a retailer buys pepper, he should know what he is getting. If the salesman tells him the pepper is pure, he should ask him for the Government warranty along with the invoice; then he will be protected. If the salesman states it is a compound, then the retailer should sell it as a compound pepper.

Up to the present the Government says the dealer is to be held responsible for the goods he sells coming up to the proper standards no matter how they are invoiced, unless the retailer can produce copy of the official warranty.

SUGGESTS TEA ASSOCIATION

Editor Canadian Grocer:

Dear Sir,—If tea imported into Canada was subject to a duty of say 10 cents per pound, it would mean that the tea business of the Dominion would at once become very much more important, as it would mean a very large increase in the money involved and no doubt it would lead to some sort of co-operation with a view to bettering conditions of all in the trade. But our Government have not seen fit to put a duty on tea so we in the trade continue to move along in the same old rut. If a duty would lead to some sort of co-operation among importers, should not the prospect of increased trade lead to the same thing? All true Canadians look for great things in this Dominion of ours after the war. We are continually being told by sober conservative men that we may look for ten to fifteen million population in Canada within three years after the war, and after that?—the possibilities are enormous.

The tea trade will undoubtedly share in this growth, so why not get together now and form some sort of an association, where all matters pertaining to the trade could be discussed with a view to bettering conditions for the importers, jobber and consumer. That many evils exist in our mode of doing business and importing few will deny. Among these evils may be mentioned, the harm and serious loss in many cases by rejected teas from the United States being dumped on this market at ridiculous figures. Tea from the United States entering Canada should show a clean bill of health and if it is not fit for consumption there, why should it be fit for Canadian consumption? Another evil exists in the way damaged tea is sold by the underwriters. Again, we have no Dominion wide laws or regulations regarding weights and tare, which often leads to many misunderstandings; nor have we any qualified board of arbitration in case of disputes.

These are a few of the points a representative tea board or association could very soon regulate and put in shape to the satisfaction of the whole trade and at the same time make business more pleasant and profitable. The tea trade is quite large enough at the present time to support some sort of an organization, and I am sure much good could be done by it for everyone in the business, and I feel if your valuable paper would invite suggestion with a view of forming a tea association, you would be doing the tea trade a great good.

JOHN D. HUTCHINS,
John Duncan & Co.

Montreal, March 20, 1916.

FREE EGG CASES

It is worth while repeating that the Canadian Produce Association has adopted the loss off buying and free or non-returnable cases, which means that country buyers must provide themselves with cases and that the cost of same will be provided for in the cost of the eggs.

The use of free cases went into effect on March 1 in Toronto, Ottawa and other centres and will become operative in Montreal on April 1.

WORTH THREE TIMES PRICE

MacLean Publishing Co.

Dear Sirs:—Enclosed find $2, *being in full for subscription to CANADIAN GROCER from Nov.* 30, 1915, *to* 1916, *which kindly place to my credit and forward receipt.*

I must say that I would not, under any consideration, stop my subscription to CANADIAN GROCER, as it has been worth three times the price of the paper and will recommend it to any persons who are hesitating on subscribing to same.

MILTON W. ORTWEIN,
(*Address omitted*).

Molasses Advances: Sugar Up Again

Fifth Advance of Sugar in March—Freights Troubling Molasses Market—Teas up in London, Colombo and Calcutta—Dried Fruits Being Cleaned Up—British Embargo Against Dried Fruits Having Weakening Tendency Here

Office of Publication, Toronto, March 23, 1916.

THE situation in molasses which for a long time has been growing serious, is now at a deadlock, almost. Several factors combine to make a very difficult situation and prices have risen sharply and will probably do so again. One reason has been the high price of sugar which has advanced seventy cents during the last month. This has naturally affected the molasses market. Then, secondly, holders appear to have been caught practically bare of stock in Canada and shipping has been tied up to such an extent that this bareness cannot be relieved. In a letter the writer saw from a Barbadoes house the fact was stated that reservations on bottoms were cancelled often after having been held for two months and that the scarcity of boats plying between the West Indies and Canada was growing to be so serious that planters did not know where they were. An instance was quoted where it was shown that the Barbadoes house in question could not get its stuff away before the first of June. All these things are combining to make a very high market for molasses in Canada. Add to them the fact that molasses is being used for munitions and that there are more calls on the stock than ever before and the reason for advances is easily seen.

Notwithstanding the recent advance which took place in condensed milk, all prices are very firm and the trade is buying heavily. It is felt that the market for this product has been very much strengthened by the amount exported, going overseas to the troops. Consequently domestic buyers will do well to cover their requirements now. They may have to pay more.

Other things which have gone up are Gruyere and Roquefort cheese. Feeds have advanced a dollar. This is somewhat surprising, as there is very little demand for feed at this time. Nevertheless, the mills have been running short because of the difficulty in getting their supplies transhipped and they have not been grinding much in the way of feeds. Consequently, both shorts and middlings are up $1 this week.

Markets in Brief

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Advance in pork products.
- New laids down 2c.
- Little new cheese coming in.
- Poultry still scarce.

FRUIT AND VEGETABLES—
- Oranges up high.
- Bananas scarce.
- Onions scarce and high.
- Florida tomatoes take sudden drop.

FISH AND OYSTERS—
- Fish active and frozen stocks short.
- Haddock decline.

FLOUR AND CEREALS—
- Embargo made intense situation.
- Oats firm and cereals unchanged.
- Feeds easier.

GENERAL MARKETS—
- Sugar up 15c, and not so strong
- Dried fruits weaker.

ONTARIO MARKETS.

FISH AND OYSTERS—
- Shortage in frozen lines.
- Firm and advancing levels.
- Haddock and cod strong.
- Oysters in good demand.

FLOUR AND CEREALS—
- Feeds up a dollar.
- Oats stronger and higher.
- Wheat recovering slightly.
- No change in flour.

FRUIT AND VEGETABLES—
- Strawberries dearer.
- Navel oranges up.
- Demand for Spanish onions.
- No change in potatoes.
- Celery slightly lower.

PRODUCE AND PROVISIONS—
- Pork products advancing.
- Butter situation unchanged.
- New laids down again.
- No change in cheese.
- Dressed poultry higher.

GENERAL GROCERIES—
- Sugar up once more.
- Tea firm in London.
- Prunes somewhat easier.
- Molasses very firm.

MANITOBA MARKETS.

FLOUR AND CEREALS—
- Wheat market quiet.
- Flour is unchanged.
- Demand below normal.
- Embargo affects exportation.
- Feeds very quiet.

FRUITS AND VEGETABLES—
- Manitoba potatoes not offered.
- Cabbage jumps to 2½c lb.
- Decline in California lemons.
- Grapefruit much cheaper.
- Carrots advance to 2c.
- Tomatoes arriving freely.

FISH AND POULTRY—
- Scarcity of haddies feared; price 10c lb. this week.
- Turkeys scarce; live 19c.
- Little live poultry offering.

PRODUCE AND PROVISIONS—
- Eggs coming down.
- New laids at 23c.
- No American eggs left.
- Hogs make another record.
- Butter market still weak.
- Cheese is unchanged.

GENERAL GROCERIES—
- Sugar advances to $8.05.
- Weak dried fruit market.
- Prunes will be cheaper.
- Raisins comparatively firm.
- More advances in spices.
- Syrups moving out well.
- Coffee still advancing.

Quebec Markets

Montreal, March 23.—Firmness continues to be the feature of a market that shows a slightly slackened volume of trade passing and a continuance of the erratic features that have characterized it for some time past. Stormy weather and embargoes have played a very important part in developments. The embargo on luxuries into Great Britain has weakened the position of dried fruits, while the C. P. R. embargo from Smith Falls east has seriously interfered with all classes of trade in this province. The question of freight continues to be one of paramount importance.

Sugar has advanced another 15c, but raws show some weakness. Molasses and syrups are scarcer than ever. All condensed milk lines have now advanced 15c on account of the higher cost of packing materials. Florida tomatoes have taken a spectacular drop, which entails loss by importers. Cocoa butter has advanced from its old price of 38c to one of 45c. Gruyere cheese is up 2c, and ranges from 52c to 55c, according to quantity; Roquefort is also up 2c, being offered at 59c. Tapioca, currants and dates have stiffened up again. White beans have advanced ¼c. Walnuts are firmer.

SUGAR.—Market is a shade less firm than a week ago, following a week of changes, that resulted in a 15c advance in refined sugar, so that extra granulated in 100-lb. bags is now selling for $7.35, and other grades in proportion. Last week at the high point of the peak holders were asking 5c for Cubas, which were sold at 4⅞c in the latter part of the week before declining to their present level of 4¾c. In spite of this weakness, undertone of market is still very firm, and the fact that late reports are to the effect that New York refiners are taking all offerings at going price adds to strength of this feeling. The usual

disparity between United States and Canadian prices exists, so that the latter's price of $7.35 is less than the U. S. one of $6.90 in view of duties and other costs.

Cuban crop is reported to be in strong hands, so that it is moving more freely and only with the market. Weather has improved, so that primary conditions are much better.

Wholesalers are buying fairly well, but their sales to retailers are restricted to those of small lots that are going into immediate use, as dealers evince an aversion to making heavy buys at present prices.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 35
20 lb. bags	7 45
2 and 5-lb. cartons	7 60
Extra Ground Sugars—	
Barrels	7 70
50 lb. boxes	7 90
25 lb. boxes	8 10
Yellow Sugars—	
No. 1, 100 lb. bags	6 95
Dark yellow, 100 lb. bags	6 75
Bright yellow, bbls. only, cwt.	7 20
Powdered Sugars—	
Barrels	7 50
50 lb. boxes	7 70
25 lb. boxes	7 90
Paris Lumps—	
100 lb. boxes	7 95
50 lb. boxes	8 05
25 lb. boxes	8 25
Crystal Diamonds—	
Barrels	7 95
100 lb. boxes	8 05
50 lb. boxes	8 15
25 lb. boxes	8 35
Cartons	8 55
Half cartons	9 05
Crystal Dominoes, cartons	8 65

MOLASSES AND SYRUPS.—Molasses have advanced 2c under the stimulus of what is in some quarters described as a tremendous demand, a continued and increasing bareness of stocks that greatly enhances the value of those already on hand, a high sugar market, and an increasing first cost. It is pointed out that at best the first cost today would be 48c, to which must be added 1c for Montreal handling in store, 1c to take it out and deliver and to stand breakage and leakage, 1c in interest charges before sale money is paid, and 3c a gallon overhead charges. All offerings are promptly snapped up on this market as feature of scarcity becomes more general. Some of the largest handlers of molasses here have no stocks on hand, and no large quantity is reported from any quarter. Recent further advances in raw sugar and refined has aided strong feeling here. Government discussions on state of market are adding to local speculation as to probable outcome of present state of affairs.

Manufacturers of corn syrup state that they cannot cope with the demand that has arisen on top of the shortage already in existence. Starch syrups are in extra good demand, which is thought to have been influenced by the molasses shortage. A shortage in glucose is affecting the supply available for syrup manufacture, and thus affecting the market at its base. Prices remain unchanged and firm.

	Price for Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Puncheons	0 55	0 47
Barrels	0 58	0 50
Half barrels	0 60	0 52

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls..	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 do. in case	3 60

DRIED FRUITS.—There is a weaker feeling apparent in market undertone this week as a result of the inclusion of dried fruits in the British embargo, and the general volume of trade passing shows a falling off. Prunes, raisins, canned and dried fruits are barred by the new order. The immediate effect of most interest to this market is the cessation of American shipments to Great Britain, thus causing a weakness to crop up in California primary market, which may later be felt here. Prunes are weaker on the Coast, and show a corresponding drop here, having declined ½c all round. They are in good demand at prices quoted. California raisins are quiet, with no great demand noticeable. Currants show added strength as result of further advances in primary markets. Date market is stronger, and Hallowee dates are up, having advanced ¼c, and are now 7½c per lb. Evaporated apples are weaker, and are offered to the trade to-day at 9½c, as against the old price of 11½c. It is felt that the full effects of the embargo will not be felt here for some time, when an easier feeling may be expected.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, choice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—General features are unchanged, with erratic upward tendencies foremost. Peppers have had quiet week, and are showing shade less strength as result. A good volume of wholesale trade is passing, and there is a tendency in certain quarters to stock up in sympathy with the rising market. Retailers, however, are buying only as needed, and high prices have tended to curtail prices somewhat. Nutmegs and mace are firm, scarce and unchanged. Herbs are firmer, and turmeric shows signs of activity. Cassias and cloves are unchanged.

The new British Government measures have added greatly to uncertainties of situation in increasing difficulties of importers and delaying and restricting shipments.

	5 and 10-lb. boxes.	¼-lb. pkgs, dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 19	....—0 23
Cassia	....—0 29	....—0 85	....—0 35
Cayenne pepper	....—0 28	....—....	....— 35
Cloves	0 30—0 32	....—0 90	....—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 25	0 90—1 00	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	0 45—0 45	....—0 45	....—0 80
Pepper, black	....—0 28	0 85—0 90	....—0 26
Peppers, white	....—0 35	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 16—0 18	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Market remains unchanged in all its principal features, except that demand for rice is probably not as strong as it was, and a slightly easier feeling in market has resulted. Undertone of market is still hopeful and expectant of an advance that is based on the primary and freight conditions and the higher range of prices prevailing there in comparison with local market. Last year's contracts still show tendency to offset this feeling. Prices remain the same.

Tapioca continues strong, unchanged in its other features, inclining more and more to a feeling of strength that is based on good demand, light stocks and scarcity of shipments received from outside points. Prices have not as yet shown effect of this tendency, and demand is sufficient to keep stocks well cleaned up with some inquiries unsatisfied.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	5 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 05¾
Half bags, 112 lbs.	....	0 05⅞
Quarter bags	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Added firmness is feature of market, and business continues good on a rising market, which has tended to discourage actual consumption of nuts. Walnuts are 15c to 16c, and Grenobles

are stronger. There is a shortage in shelled walnuts, and the Sicilian, which was expected to bring over a shipment, is now reported to have none on board. Sicily filberts are stronger, and shelled filberts have advanced 2c. Shelled pecans in Texas have gone up 4c. Shelled almonds are up on cables and showing strength here, although no actual advances are reported other than the return of Tarragonas to their old price level that prevailed previous to their recent decline of 1c. Almonds are so high now that some doubt is expressed as to the practicability of the further advances made necessary by the cable advances. The new Brazil nuts are being offered at from 15c to 16c, and are proving of good quality.

Almonds, Tara, new	0 16	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 17½	0 18½
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¾	0 12½

TEA.—Market remains unchanged in its salient features, with an accentuation of some factors, such as a strengthening of the upward tendency of prices. On the other hand, a diminution of the large volume of sales lately passing is recorded in some quarters, although this development is not common to the trade, and in some quarters a fair tone is reported, particularly in country districts. Market is very strong in spite of this tendency to dullness, and there are no indications of prices going down locally any more than on primary markets, except in isolated cases that have no bearing on the general situation. Very little tea is coming forward at present on this market, as stocks were fairly ample as result of alarm over shipping conditions, budget probabilities, and the high primary prices, the last of which still prevail.

COFFEE.—Tone of market is still ruled by leading factors of earlier part of the year. Market retains its strength, and volume of sales reported continues good, with supplies continuing to come after due allowance has been made for normal and expected interruptions that develop from time to time as result of present abnormal freight conditions. A more healthy undertone is noticed in this line than in some others, which are more easily affected by the adverse influences of fast changing market.

DRIED VEGETABLES.—Ruling conditions remain the same, with no price changes to record other than a ¼c advance in white beans, which are now offered at $4.50 per bushel as result of an increased Lenten demand. Peas are slightly easier, although no actual changes in price have occurred. Business is quiet and steady, with a small volume of trade passing at nominal prices.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 40
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08¼
Peas, white soup, per bushel	3 00	3 25
Peas, split bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04¼	0 05

CANNED GOODS. — Firmness is a feature of some lines and a better demand has developed for canned salmon, and prospects for low prices on new pack are not very good. Sardines are stiffer, and the feeling is much stronger, but there is no advance on the market. Undertone of market is good on most lines, and those recently advanced show no signs of weakening.

Ontario Markets

Toronto, March 23.—The feature of the markets once again is the advance in sugars. These are up a further 15c. This puts them on the basis of $7.41, by a long way the highest point since the outbreak of war. The advances occurred here sympathetic to New York, where there is a tense situation in raws. This matter is gone into fully in this issue elsewhere, but it cannot be too strongly emphasized that locally the price of refined is still apparently low for the quotions on raws. This does not mean that further advances are looked for. They are not—immediately. But speculation in raws has so tightened their price that the refiners, even at recently increased levels, are still selling at a comparatively low figure.

. Navel oranges, though coming in fairly freely, were increased in price this week. This is largely due to a very strong demand. Navels have been low all season, compared with some years, and have done a big business. Floridas are also firmer.

New-laids are gradually getting lower, and a further drop of 1c was registered this week. No doubt the influx of American eggs has been a factor in sending price on local stuff down. Chicago eggs can be laid down here at 24½c. Ontario deliveries have been much better recently. Consumption is very heavy.

Flour market is dull these days, not voluntarily, but because scarcity of freights has put a crimp in export business. Domestic demand is only fair to middling. There is not much change in cereals. Mill feeds, just as we write, have advanced a dollar each in shorts and middlings. The reason is that mills have been grinding little, and not enough to take care of demand. Hence, though demand is not heavier than usual, an advance is registered.

SUGAR.—Once more there is an advance of 15c to record. This makes the basis $7.41. There have thus been five successive advances since the beginning of the month. These are—March 2, 10c; March 3, 10c; March 8, 10c; March 14, 15c; March 16, 15c. That is, a total of 60c per hundred advance within the month of March. There was a 10c advance late in February. Sugars are now much higher than at any time since the outbreak of war, and indeed than at any time in years. Probably now there will be a lull for a time at any rate, though sugar men point out that price of refined is still below what it should be, judging by the quotations on raws. Further advances, though not immediately, are not unlikely. Two or three new factors develop: one is the heavy buying which Russia is now doing in raws. A second is that general crops, despite the would-be optimism of planters, are short. Thirdly, and perhaps most important, there is a lot of speculation going on in raws in the States. Heretofore, as one local dealer put it, "when you bought sugar, you bought sugar. Now you buy supposed values in sugar."

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 41
20 lb. bags	7 51
10 lb. bags	7 56
2 and 5-lb. cartons	7 70
Nova Scotia refined, 100-lb. bags	7 31
New Brunswick refined, 100-lb. bags	7 35
Extra Ground Sugars—	
Barrels	7 81
50 lb. boxes	8 01
25 lb. boxes	8 11
Powdered Sugars—	
Barrels	7 61
25 lb. boxes	8 01
Crystal Diamonds—	
Barrels	8 06
100 lb. boxes	8 66
50 lb. boxes	8 16
Cartons (20 to case)	8 71
Cartons (50 to case)	8 71
Crystal Dominoes, carton	9 06
Paris Lumps—	
100 lb. boxes	8 06
50 lb. boxes	8 56
25 lb. boxes	8 26
Yellow Sugars—	
No. 1	6 71

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES. — Molasses is very firm, and likely to go higher. This, it must be emphasized once again, is not a big molasses market. Notwithstanding that, quotations, where they are made, are all subject to confirmation, and prices are very strong, likely, indeed, to go higher. Trouble chiefly is in the high price of sugar and the lightness of molasses stocks; chiefly the latter. Freights are hopeless between West Indies and Canada, and despite absurdly high rates, shippers don't seem able to get their stuff across to Canada.

There is no change in the cane and corn syrups markets. Buying proceeds apace, in ordinary quantities.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.		0 04½
Pails, 38¼ lbs., $1.95; 25 lbs.		1 40
Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 00
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05
Cases, 2 lb. tins, 2 doz. in case		3 00
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 34	0 37

TEA.—The Indian auction in London last Monday was up another ¼c. Tuesday's cable is not here yet, but the Ceylon auction was very firm last week.

There is a good deal of speculation in England just now on whether or no the budget will include a further tea duty, and that doubtless is having its effect on the tea market. Colombo and Calcutta cables report those primary markets to be very firm. Constantly advancing freights are one potent cause, and this has meant anxiety, though this last week has seen a number of boats come from the East. Good quality teas are very scarce indeed. These high prices are indicative of the scarcity of good quality stuff.

DRIED FRUITS.—Most lines are having exceptionally good sales now. Peaches, prunes and apricots are all selling well, and wholesalers are finding their stocks going down rapidly. There is no change at all in prices, though all quotations are quite firm on heavy demand.

First prices were named at the Coast last week on 1916 crop apricots. Apparently these were given out more with the idea of feeling the buying pulse than anything else, as little business was done. British embargo talk is hitting any chance of early business in these and other lines at the Coast.

Prunes show little change at the Coast. Locally they are strong. Demand is consistently good, without any particular feature.

Raisins and currants are somewhat dull at present. The latter are kept quite firm by prevailing scarcity in primary markets.

Apples, evaporated, per lb.	....	0 10½
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lh.	0 13½	0 14½
Amalas, choicest, per lh.	0 14½	0 15½
Patras, per lh.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lh. boxes	0 09½	0 10
Fards, choicest, 60-lh. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lh. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lh. boxes	0 08	0 08½
25-lh. boxes, ½c more.		
Peaches—		
Choice, 50-lh. hoxes	0 07¼	0 07¾
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lh. packets	....	0 10
Seeded, choice, 1 lh. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspherries, hlack, dried, 25-lb. hoxes....	0 40	0 42

NUTS.—There is no new feature of any kind. Orders are limited and business moves very quietly without anything interesting to mark it specially. Orders are for all lines in more or less equal quantities.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, hags 110 lbs.	0 14	0 14¾
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Wa..lnuts, Marhots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken .....m.....	0 31	0 32

BEANS. — Quotations remain unchanged, though they are disposed to be a trifle more easy as the days go by. The great scarcity is in good quality stuff, alike in beans and peas. Second grade is more plentiful, but demand for these is slacking somewhat.

Beans, choice primes, bush	4 25	4 50
Beans, hand-picked, hushel	....	4 75
Peas, hlue, hushel	3 25	3 50
Split, lb.	0 06	0 06¼

SPICES.—A steamer is due in New York now with supplies of peppers, and it should ease the tense situation existing in them somewhat. Other lines are all firm, cassias and gingers in particular displaying strength. Stocks in Canada of all lines are light, and a heavy demand causes strength all round.

Spices—	Compound, per lh.	Pure, per lb.
Alspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarh. soda	....—....	....—0 03½
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—0 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed .....d....	....—....	0 20—0 25
Nutmegs, hrown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, hulk, 30-35c; 1 lh. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, hlack, ground	0 14—0 18	0 25—0 30
Peppers, hlack, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 25
Turmeric	....—....	0 20—0 22

RICE AND TAPIOCA. — Primary market on tapioca is up another ½c, and still firm. There is no change in the local situation, though it is very firm, and stocks are low. Rice shows no change, though freights are hampering shipping.

Rice—		
Rangoon "B," per cwt.	....	4 28
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lh.	0 09	0 10
Seed, per lh.	0 09	0 10

CANNED GOODS.—All lines are selling well. There is a rumor that tomatoes are to be advanced 5c on April 1, but so far this is unconfirmed. It may, of course, be a sort of preliminary jest for April the First!

Manitoba Markets

Winnipeg, March 23.—The most startling feature of the market is the extraordinary advance in sugar, which has reached the $8.05 mark, and is going higher unless the freight situation in Cuba is relieved. It is predicted that sugar will reach 10c mark inside of sixty days, unless conditions change. Embargo placed by Great Britain on certain American goods has had effect of weakening the dried fruit market, and lower quotations are expected on prunes and various other California lines. Bicarbonate of soda advanced ¼c last week, and all baking powder materials are going up. Jelly powders will all likely advance in sympathy with sugar and gelatine.

The freight situation on both oceans is having serious effect on business all over Canada, and is sending quotations on some lines sky-high. One jobber states that they are practically tied up with everything that cannot be got on the North American continent, on account of scarcity of boats. A well-known manufacturers' agent stated this week that the man who bought ahead was the man who was going to win out. Jobbers must buy 90 days ahead if they want the stuff. Apart from the freight situation on water, railway conditions in the United States are bad, and there is difficulty getting stuff out. Railway conditions in Western Canada are much improved, and a big demand is expected on all lines of groceries for the spring.

As in case of many lines of California fruits, olives this year ran short of large sizes, and small varieties are higher in price, and large sizes are somewhat cheaper. Quotations differ little from those of year ago, the advance amounting to about 10 per cent., which covers the added 7½ per cent. duty imposed by the Finance Minister in February of last year.

SUGAR.—Last week-end New York market advanced again, and Canadian refiners followed immediately, bringing the price for B.C. sugar up to $8.05 and Eastern to the same point. This makes an advance of 25c in two or three days. The opinion is freely expressed that retailers will be paying 10c for sugar inside of sixty days unless freight situation improves. As far as lines outside of the American continent are concerned the country is practically tied up. There do not seem to be any boats available for shipment from Cuba, and what there are, are being used for war purposes. Exorbitant figures are being charged: whereas it used to be possible to charter a boat from Halifax for $9,000, they are now paying $90,000. The local demand

continues hand-to-mouth, but buying is likely to be more general as soon as the trade realize that there will probably be an advance even further.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 05
Extra grouud or icing, boxes	8 90
Extra ground or icing, bbls.	8 70
Powdered, boxes	8 70
Powdered, bbls.	8 20
Hard lump (100-lb. case)	9 00
Montreal yellow, bags	7 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 00
Halves, 90 lbs., per cwt.	8 10
Bales, 20 lbs., per cwt.	8 10
Powdered, 50s	8 75
Powdered, 5s	9 05
Icing, barrels	8 70
Icing, 50s	8 85
Cut loaf, barrels	8 80
Cut loaf, 50s	9 05
Cut loaf, 25s	9 30
Sugar, British Columbia—	
Extra standard granulated	8 05
Bar sugar, bbls.	8 20
Bar, sugar, boxes	8 45
Icing sugar, bbls.	8 40
Icing sugar, boxes	8 65
H. P. lumps, 100-lb. cases	8 90
H. P. lumps, 25-lb. boxes	9 15
Yellow, in bags	7 65

SYRUP.—As the season is now on, all lines of syrups are moving well. There are no changes in quotations, although some people seem to think that cane syrup may go higher on account of the high sugar market.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case, ¼ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 55
5-lb. tins, 1 doz. to case, per case	4 15
10-lb. tins, ½ doz. to case, per case	3 85
20-lb. tins, 3 tins to case, per case	3 75

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

	Per gal.
Molasses—	
Barbadoes, ½ bbls., per gal.	0 57
New Orleans	0 36

DRIED FRUITS.—What was feared last week has taken place—that is, the British Government has placed an embargo on goods from this continent, which will be in force up to October at least. This embargo applies more or less to Canada, but point is that the embargo has seriously affected market for California fruits. Practically every line has been affected, the only one not seriously affected being raisins, and it is bound to affect raisins more or less. Local prices have not been affected so far, and as it will take five weeks for new stocks to reach here, it will probably be that time before there is any serious decline in local quotations. If the embargo is called off in October, the effect on prunes and raisins will not be so very marked. In the meantime, however, there is bound to be a decline in prunes, and many other lines of California dried fruits. The turn in the situation has not affected local buying very much, as jobbers are pretty well stocked up, and the decline so far is not sufficient to warrant stocking more heavily. There is also a probability of the market becoming much easier. There is another situation, which is having a serious effect on this market—that is, that an overplus of large sizes, in prunes especially, exists. Small sizes have been scarce this year, but choice, extra choice and fancy are very plentiful, and the difference in quotations between small and large sizes is much smaller than in former years; that is, high-grade stuff is being sold at a smaller advance over low-grade stuff. In many lines of California fruits this year the orchards ran to larger sizes.

Dried Fruits—		
Evaporated apples, choice, 50's	....	0 10½
Evaporated apples, choice, 25's	....	0 10¾
Pears, choice, 25's	....	0 12⅞
Apricots, choice, 25's	....	0 13⅝
Apricots, choice, 10's	....	0 14¾
Peaches—		
Choice, 25-lb. boxes	....	0 07⅜
Choice, 10-lb. boxes	....	0 08⅝
Currants—		
Filiatras, per lb.	....	0 10¼
Filiatras, fresh cleaned	....	0 11¼
1 lb. package Amalias	....	0 12
2 lb. package	....	0 24
Dates—		
Hallowee, loose, per lb.	....	0 06
Hallowee, 12-oz. pkgs.	....	0 08¼
Fard dates, 12-lb. boxes	....	1 25
Raisins, California—		
16 oz. fancy, seeded	....	0 10¼
16 oz. choice, seeded	....	0 08¾
12 oz. fancy, seeded	....	0 06¼
12 oz. choice, seeded	....	0 08½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09½
3 crown, loose, 50's	....	0 08¾
Raisins, Sultanas—		
California, 50's, fancy bleached	....	0 16¾
California, 25's, fancy bleached	....	0 17
16-oz. pkgs.	....	0 17½
Raisins, Cal. Valencias—		
25-lb. boxes	....	0 09
50-lb. boxes	..	0 09⅞
Prunes—		
90 to 100, 25s	....	0 08½
80 to 90, 25s	....	0 08⅝
70 to 80, 25s	....	0 09
60 to 70, 25s	....	0 09½
50 to 60, 25s	....	0 10½
40 to 50, 25s	....	0 11¾
30 ot 40, 25s	....	0 12½

DRIED VEGETABLES.—The bean situation remains about the same. Japans are going up at the Coast, and the same goods cannot be bought now at nearly the same figures.

Beans—		
Choice, white, 3-lb. pickers, per bush.	....	4 50
Fancy, hand-picked, bushel	....	4 60
California Lima Beans—		
80-lb. sacks	....	0 07¼
Barley—		
Pot, per sack, 98 lbs.	....	3 20
Pearl, per sack, 98 lbs.	....	4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25
Whole peas, bushel	....	3 05
Whole peas, 1 lb. pkgs., case	....	3 30

RICE.—It is not expected that any change will be made in quotations to the trade just now, as most jobbers have contracted well ahead. It is a fact, however, that on account of the freight situation, prices are very high at the Coast. All jobbers report the demand good.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags	....	0 05½
No. 2 Japan, per lb., 100-lb. bags	....	0 04¾
Siam, per lb., 100-lb. bags	....	0 04¼
Patna, per lb., 100-lb. bag	....	0 06⅛
Carolina, per lb., 100-lb. sacks	....	0 08⅝
Sago, pearl, sacks, per lb.	0 06¼	0 06¾
Tapioca, pearl	0 06⅜	0 06½

COFFEES.—The market remains firm, and there has been an advance of about ¼c during the past ten days. The transportation situation is becoming very acute, and prospects are for still higher prices.

Coffee—		
Green, choice, No. 7 Rio	....	0 14
Green, choice, No. 5 Rio	....	0 15
Green Santos	....	0 18½
Roasted Rio, in bulk (sacks)	....	0 17¼
Roasted Santos	0 23	0 25
Marscaibo	....	0 21¾
Chicory, lb., by bbl.	....	0 09¾
Chicory, lb., 14-lb. tins	....	0 12¾

SPICES.—Peppers have been advanced and are as high as they have ben for many years. Cheaper grades of Cassia have advanced 4-4½c per lb. Allspice has advanced 2c per lb. Gingers 2-5c per lb. according to grade, cloves 4c per lb. and pickling spices 2c per lb. There are prospects of a big shortage on pickling spices. Mustards have advanced 4c. Celery seed is scarce, and hard to get. Cayenne has advanced 2c per lb., and ground nutmegs advanced about the same. The shortage of nutmegs in the United States is becoming acute.

Allspice, ground	0 11⅛	0 14½
Cassia, ground	0 17¾	0 20¾
Cream of tartar, 98% guaranteed	0 50	0 53
Cloves, whole	....	0 26
Cloves, ground	0 27	0 28½
Ginger, Jamaica, ground	0 22¼	0 23¾
Nutmegs, ground	0 23½	0 25
Pepper—		
Ground, black	0 25	0 27½
Ground, white	0 33½	0 37

TEA.—Local importers report an advance of about 5d per lb. on Ceylons from the lowest point ruling last August and Sept. Part of this advance is accounted for by an advance in freights. The majority of jobbers are holding off at present moment and the retail trade booked up pretty well in Jan. and Feb. in anticipation of a duty. No advance has yet been made in package teas here.

CANNED GOODS.—There is nothing special to report here. Jobbers are still at lower figures than canned goods can be bought. All lines are moving much better than they were a month ago.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, March 23.—All grades of sugar have advanced on this market during the past week. To-day's price was $8.25 per hundred an increase of 35 cents since the first of March. The supply of eggs is falling off and there is prospect of an advance of one cent over the present rate of 25 cents for strictly fresh. New Zealand butter (prints) is at 39. Plenty of fresh green vegetables ariving on the market.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins	....	0 21
Cheese, Stilton, lb.	....	0 23¼
Eggs, local fresh	....	0 25
Grapefruit, Florida, case	....	7 00
Lard, 3's, per case	....	8 55
Lard, 5's, per case	....	8 45
Lard, 10's, case	....	8 40
Lard, 20's, each	....	10 00
General—		
Almonds, shelled, lb.	....	0 42½
Beans, Lyton, per lb.	....	0 06½
Cream of tartar, lb.	....	0 55
Beans, Lytton	....	0 06¾
Figs, 12-16 oz. pkgs., per box	....	0 90
Figs, 50-60 oz. pkgs., per pkg.	....	2 25
Cocoanut, lb.	....	0 18½
Cornmeal, bail	....	3 00
Flour, best patents, per bbl.	....	6 80
Grapefruit, Flo., case	....	6 00
Honey, Idaho, 24 lbs.	....	4 50
Lemons, box	....	4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton	....	20 00
Rolled oats, bail of 80 lbs.	....	2 80
Onions, Oregon, cwt.	....	1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack	....	1 90
Sugar, standard gran., per cwt.	....	8 25
Sugar, yellow, per cwt.	....	7 00
Walnuts, shelled, lb.	....	0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.	....	2 25
Jams, 4-lb. tins, doz.	....	7 50
Canned Goods—		
Apples, gals., 6-case	....	1 62
Beans, 2's	....	2 10
Corn, standard, per 2 doz. case	....	2 15
Peas, standard, per 2 doz. case	....	2 10
Plums, Lombard, 2's, case	....	1 90
Peaches, 2½'s, case	....	4 00
Strawberries and raspberries, 2's, case	....	4 50
Tomatoes, standard, per doz., case	....	2 30

Salmon—		
Sockeye, 1's, 4 doz. case	....	9 00
Sockeye, ½'s, 8 doz. case	....	10 75
Pinks, 1's, 4 doz. case	....	4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.	....	0 12
Prunes, 70-80, 25's, lb.	....	0 08
Currants, per lb.	....	0 12
Raisins, seeded, lb.	....	0 09½
Peaches, per lb.	....	0 06½
White figs, per lb.	....	0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, March 23.—Sugar again advanced fifteen cents. Potatoes, threes, are now three dollars. Gallon advanced one cent pound. Higher prices on jams expected. Brooms, starch, rice, beans, cocoanut are all good buying, at to-days prices. Small size prunes are apparently scarce but it is thought top prices on prunes have already been reached. Cooking apples are $1.75 to $2. Bananas are five cents.

General—		
Beans, small white Japan, lb.	....	0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.	....	0 75
Rolled oats, bail	....	2 85
Rolled oats, 80s	....	2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lh.	....	0 07½
Sugar, pure cane, granulated, cwt.	....	8 65
Shelled walnuts, finest halves, lb.	....	0 45
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.	....	0 35
Butter, No. 1, dairy, lb.	....	0 25
Lard, pure, 3s, per case	....	9 90
Lard, pure, 5s, per case	....	9 85
Bacon, smoked backs, per lh.	....	0 23
Bacon, smoked bellies, per lb.	....	0 24
Canned Goods—		
Tomatoes, 3s, standard, case	....	3 00
Corn, 2s, standard, case	....	2 35
Peas, 2s, standard, case	....	2 45
Tomatoes, gals., case	....	2 40
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Salmon, finest sockeye, tails, 48xls, cs.	....	10 00
Salmon pink, tails, 48xls, per case	....	4 50
Lobster, ½s, per doz.	....	3 00
Dried Fruits—		
Currants, lb.	....	0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 10
Pears, choice, 25s, per lb.	....	0 14
Prunes, 90-100	....	0 07
Sultana raisins, Cal., extra fancy	....	0 15
Valencia raisins, Cal., lb.	....	0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.	....	0 05
Grapefruit, Florida, case	5 00	5 25
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	50 00	60 00
Lemons, case	4 50	5 00

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, Alberta, March 23.—There are few changes in staple market in Edmonton during week. Sugar remains on basis of $8.55 bulk hundred granulated. First grade patents flour are now $3.20; second, $2.90. Many lines of chemicals carried by grocers have advanced ten per cent. New laid eggs are coming in rapidly bringing price down to seven dollars case. Manilla paper is quoted at five and a half cents; paper advances having effect on bags and butter paper. Tapioca and sago advanced one cent a pound. Appearances indicate that March is best month this year.

General—		
Beans, Japan, lb.	0 08	0 10
Bran, ton	....	20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's	....	1 35
Rolled oats(bail, $3.05; 80's	....	2 45
Flour, fancy patents, 98-lb. sack	....	3 20
Flour, seconds	....	2 90
Rice, Siam, per cwt.	....	4 15
Shorts, per ton	....	22 00
Sugar, standard gran., per cwt.	....	8 55
Sugar, yellow, per cwt.	....	8 15
Walnuts, shelled, lb.	....	0 38
Produce and Provisions—		
Cheese, lb.	....	0 21
Bacon, lb., 20c; bellies, lb.	....	0 22
Butter, creamery, per lh.	....	0 38
Butter, dairy, No. 1, 32c; No. 2	....	0 30
Eggs, extra, per doz.	....	0 23
Eggs, No. 1	....	0 22
Eggs, No. 2	....	0 20
Lard, lb., pure	....	0 15½
Canned Goods—		
Corn, standard, per two dozen	....	2 25
Peas, standard, 2 dozen	....	2 30
Plums Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.15; Raspberries	....	4 00
Toatoes, standard, per 2 doz.	....	2 95
Salmon, sockeye, 4 doz. talls, case, ls	....	9 66
Salmon, pinks, case	....	4 14
Cohoes, 1's, $5.80; humphacks, 1's	....	4 56
Lobster	....	2 35
Dried Fruits—		
Currants, per lh.	....	0 13½
Prunes, 70-80, 25's, lh.	....	0 09½
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35 s	....	0 12

SASKATCHEWAN MARKETS

Regina, March 23.—Sugar market is firm and has advanced fifteen cents on March 14 and fifteen cents on March 16. Price at Regina $8.44. General advance in all lines of candy. Imported sardines are higher. Cocoanut worth 23c now. Fresh eggs are 27c; lard prices all up and will be higher. Oranges are worth $3.75 to $4.75. New Zealand onions are 5c. Oregons 4½c; rhubarb forty-five lbs., $4.75. Potaoes are up to $1.15; lemons to $5.50. Paper has advanced to 7½c.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 33
Butter, dairy, No. 1	....	0 26
Cheese, per lb.	....	0 21¼
Eggs, new laid	....	0 27
Eggs, fancy, storage	....	0 22
Lard, 1's, per case	9 90	9 95
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case	....	9 80
Lard, 20's, per case	....	3 25
General—		
Beans, Ontario, white, per bush.	....	4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lh.	0 50	0 60
Cocoanut, lb.	....	0 23
Cornmeal, bail	....	2 80
Flour, 98's	....	3 25
Rolled oats, 80's	....	2 45
Rice, per cwt.	....	4 35
Onions, B.C., 100 lbs.	....	3 00
Sugar, standard, gran., per cwt.	....	8 44
Sugar, yellow, per cwt.	....	7 64
Tapioca and sago, lb.	....	0 07¾
Walnuts, shelled, 47-49c; almonds	0 45	0 47
Canned Goods—		
Apples gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 10
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.35; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 90
Humphacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 60	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb, 45 lbs.	....	4 75
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, March, 23.—Difficulty in securing stocks is a problem worrying the Maritime Province merchants these days. Lack of shipping has hampered imports and recently congestion on railways due to large quantities of government supplies being handled and recent snowstorms impeding transportation have made it difficult to secure ocean tonnage is demonstrated in molasses situation. Prices now 51 to 52c. Many dealers totally unable to supply even at this unheard of figure. Sugar is again advancing to new level quoted. Lard still advancing pure, 16 to 16½c and compound 13¼ to 13½c. American pork is firm but anticipated advance not effected. Flour stationary for the first week in a long time. Cheese is slightly firmer at 19 to 19½. Potatoes scarcer but price unchanged.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	29 00	30 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 32	0 33
Eggs, case, per doz.	0 27	0 28
Lard, compound, per lb.	0 13¼	0 13½
Lard, pure, per lb.	0 16	0 16¼
Cheese, new	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 80
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.	....	3 75
Sugar—		
Standard granulated	7 40	7 45
United Empire	7 30	7 45
Bright yellow	7 20	7 25
No. 1 yellow	7 00	7 05
Paris lumps	8 25	8 50
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 51	0 52
Cream of tartar, per lb., bulk	0 48	0 50
Currants	0 12½	0 13½
Rice, per cwt.	5 75	6 00

A WONDERFUL HELP

Editor Canadian Grocer:—Your paper is a wonderful help to me, especially in advertising and window trimming. I would not like to be without it.

A. E. WARE,
Huntsville, Ont.

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux. Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian—Col. N. Golejewski, Military Attache, Room 904, Flatiron Building, New York City, N.Y.

THROUGH OTHER SPECTACLES

THE SPRING CATALOGUE

From Uxbridge Times

This is the season of the year when the big retail houses issue their spring catalogues. In order to secure the minimum of postal charges the T. Eaton Co. despatched a man to Uxbridge last week, and mailed what seemed to be a carload of catalogues from the local office. They would cover the country for 20 miles around, at the lowest parcel post rates. The postage on these catalogues was 6c each, and it is reasonably safe to say that 2,000 were mailed from here. If this is correct $120 was paid to the local office for postage alone. Add to this the enormous cost of printing the catalogues, then consider what the same firm pays for advertising in Toronto papers for this section, and see what a tremendous bill it would be. Within a radius of twenty miles from Uxbridge we estimate this firm will spend over $2,000 per annum. Is it any wonder they attract so much trade? This item would represent as much as all the merchants in Uxbridge, Sunderland and Cannington spend on advertising in any one year. It is the problem of the local merchant to offset the business going to Toronto. If the farmer or townsman is shown he can procure the same goods at home for as little money, he should patronize home stores. The local dealers help to pay the taxes, keep up the churches, and the charitable institutions of the country and towns.

DO WE WANT A BANKRUPTCY ACT

From the Credit Men's Journal

Our Association has gone on record as opposing a Bankruptcy Act established along lines where the cost of operating will eat up most of the assets.

Our objections are:

That at the present time we have Assignments Acts in the Provinces, which have worked out fairly satisfactorily, practically the only two objections being that no provision is made for compelling a debtor to assign, and that the Acts in the various provinces are not uniform:

That there would have to be Bankruptcy Courts formed and officers and judges appointed in numerous districts to deal with insolvency matters:

That this would be very cumbersome and expensive in the working out of estates and realization of the assets;

That the fact of every important step having to be approved by the court would retard the winding up of estates. This is amply demonstrated in the Province of Quebec as compared with the prompt handling of estates in other Provinces;

That the fact of having to make these applications to the court would necessitate the employment of solicitors to attend such applications—more expense.

We have submitted to the Minister of Justice that if any change is to be made, we would suggest a National Assignment Act, incorporating the best features of the present Provincial Assignment Acts and having a clause covering applications for compulsory assignments when the debtor has been proved as having committed acts of insolvency and carrying with it the discharge of an honest debtor.

The Chief Justice has been good enough to promise that any proposed Act will be submitted to the Association for our consideration.

EFFICIENCY IN SELLING

From American Artisan

Some would-be-clever newspaper paragrapher has defined an ideal salesman as a man who can sell things not needed to those who do not want or cannot afford them.

It would hardly be possible to compose a definition of an ideal salesman which is as far from the correct as is this one, for the one point that the ideal salesman keeps in mind all the time is that a true sale is one which gives full value in quality, use and satisfaction to the purchaser, and surely if the person cannot afford to buy the article or does not want it, there can be no satisfaction on his part, even though he may be importuned into purchasing the article.

No. True salesmanship consists in so emphasizing the good points of the article that the prospect comes to an appreciation of the greater comfort, convenience, luxury, pleasure, ease he or she may secure by its possession. This creates desire on the part of the prospect, and the truly efficient salesman makes certain that proper consideration is given to the cost, so that the prospect may carefully weigh the advantages that come with the ownership against the outlay of money which the purchase involves. Not until all this has been settled satisfactorily in the mind of the possible customer will the "ideal" salesman consider his work well done.

It is true that in many instances, for instance, the writing out of an order or a sales check and presenting it to the customer for signature, is seized upon as a means of closing the purchase, but the "ideal" salesman never does that except when he is fully convinced that the customer is thoroughly satisfied as to the merits of the proposition, and is simply in the attitude of indecision which so many of us habitually fall into, because we dislike to make a decision.

The "ideal" salesman knows and acts upon the rule that in order to have a sale truly satisfactory there must be a mutual benefit—to the purchaser and to the seller—which must be recognized at the time of the sale, so the "ideal" salesman does not sell things that people do not want nor those which they cannot afford.

CONSIDERATION DUE THE TRAVELER

From Men's Wear Review

The attitude of the merchant toward the traveling salesman should be based on business principles. The merchant should accord to the representative of the manufacturer and jobber the same consideration and attention that he in turn expects from his customers.

This is not always found to be the case. A contemporary cites the following incident to show what the traveling man has sometimes to contend with. The senior partner of a big importing house, being not altogether satisfied with the returns of a junior traveling representative, called the young man into his room and asked him to give a demonstration of how he tried to sell merchandise. The traveler did so in a manner, respectful, dignified and convincing, but the proprietor thought that he could improve upon it, so he told the salesman to sit at his roll-top desk and play the part of a retailer, while he went outside to act the drummer. The chief, outside the room, knocked at the office door. No answer. He knocked again and louder. Still no answer. So he opened the door and walked in, to find his erstwhile salesman with his feet on the roll-top desk and a pipe in his mouth. "Get out o' here!" he shouted to the supposed salesman. "But you don't know what I ———." "I don't want to know! I don't care what you've got, or who you are!" blared the man at the desk. "You're the sixteenth salesman who's called here to-day, and that's enough for me. Git!"

This anecdote may be tinctured with a certain degree of exaggeration, but it is nevertheless true that the traveling man frequently has to face indifference and even discourtesy. It is in the interests of the retailer to at least give the traveler a hearing. He may have something worth while to sell and, in any case, is a fellow salesman and as such deserving of friendly consideration.

HOW ADVERTISING TENDS TO REDUCE SELLING COST

From Printers' Ink

"The most important function of advertising is in causing greater concentration in industry," said Edward A. Filene, of the famous Filene store, in Boston, in a recent address before the members of the Los Angeles Advertising Club. "Large advertising tends to concentrate business into larger units, and this is a good thing, because it tends to reduce the cost of selling. The cost of doing business at retail in this country to-day is simply disgraceful—and this is not the individual retailer's fault, either. It simply means that we are inefficient about it—there are all sorts of wastes and dislocations in the process of getting goods from the manufacturers into the hands of the consumers. I believe in large advertising because I know that it reduces the cost of doing business, and therefore gives the goods to the consumer more cheaply. I don't mean, however, that retail business must develop only along the line of the department store—there is just as much opportunity to concentrate in the selling of a specialty. Filene's is a specialty shop doing a $10,000,000-a-year business.

"Retail advertising at present is done very badly, it seems to me, in spite of the fact that we are training ourselves to do better work and through the medium of advertising clubs and similar organizations to know more about it. We educate the public to expect special bargains at reduced prices when the moon is in some particular quarter, or at the full—and yet our fixed costs, our expense of doing business, remain the same, day in and day out. Our institution has done away with special sales and bargain inducements altogether, and we find that it works, in the long run, to our very great advantage. Though I believe that most men are good at heart, and will do the right thing if they are intelligent enough to see what it is, we business men have fallen into a habit of conventional misstatement in our retail advertising which we first endure, 'then pity, then embrace'—and finally forget that it is wrong.

"If we don't get returns from our newspaper advertising it is largely our own fault. People won't respond to advertising if they have no faith in the paper they read. We foolishly and wastefully encourage disbelief in advertising by allowing the newspapers to print our ads alongside those of patent-medicine quacks, get-rich-quick schemers, 'massage parlors,' and so on. It isn't enough to have a majority of the ads in the paper honest—you can't tolerate an egg which is nineteen-twentieths good!

"Advertisers have no business to try to interfere in the editorial policy of the newspapers in any way whatever. When they do so, they simply destroy the confidence which the readers have in the paper, both the news and advertising columns. It doesn't matter what the editorial policy is, it can't hurt any legitimate advertiser—if it is an honest policy. I think the endeavor to get publicity in the form of news articles is absolutely wrong. If the facts involved constitute real news, the papers will publish them anyhow; and if they are not real news, we have no business to try to force them into the paper. The attempt to shape the editorial policy of the newspaper results in the formation of a vicious circle—it hurts the readers and hurts the advertisers and, finally, it hurts the city. If there are things that are wrong anywhere, the sooner the light of publicity is shed upon them the better. You can't stop an epidemic of typhoid or yellow fever by covering up the facts."

FRUIT AND VEGETABLES

Navel Oranges and Spanish Onions Higher

Sharp Advances in Oranges in All Markets—Strawberries Scarcer and Higher—Florida Celery Somewhat Lower—No Change in Potato Situation

MONTREAL

FRUIT.—Market undertone is firm and steady with oranges the feature of the week as presaged in last week's report. Following advance in primary market navels have gone up 75c, and are now being offered at from $3.25 to $3.75 per crate. Other oranges show stronger feeling as result of this movement. Apples are unchanged in the main but show a weaker tendency in some cases of from 25c to 50c per bbl. Good qualities continue in good demand, but are scarce and hard to get. Lemons are a little easier and have been shaded 10c to 15c per crate in recent sales but otherwise are unchanged in their general features. Bananas are scarce at from $2 to $2.50 and light receipts continue to be a ruling factor of the situation. The state of the weather is adding to difficulties of local situation in its restriction of demand in some lines.

Apples—		
Famense, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	6 00
Greenings	....	5 00
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 50
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 25	3 75
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	....	0 40

VEGETABLES.—Market is quiet with unchanged general features and some changes in prices that tend to fluctuate with deliveries and changes in the weather, which in combination with high prices is having a bad effect on business. General run of prices is unchanged and even where they do occur are largely day to day changes that are highly affected by local developments. Beets and parsnips are up 25c per bag, and are now offered at $1.50 per bag, and are very scarce at that. Cauliflower is firmer than last week and potatoes remain just about the same with demand that is restricted to actual needs as a result of the high prices ruling. Florida celery is coming in stronger and causing an Easter feeling to prevail. Florida tomatoes are the big feature of the week with a drop caused by heavy receipts and a cold weather demand that entails a direct loss to the importers. They are down so that the best of them are now only worth $3.25 per crate. They are arriving in good quantities, but the quality is not what it should be and is having an effect on demand aside from the cold weather. Spinach remains firm and high in the absence of new supplies. Spanish onions are high and scarce.

Good quality onions are all scarce and strong, although the market is amply supplied with wasty and frozen stock which is being offered at a lower price.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	2 00
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	3 50	4 00
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Cal., crate	....	8 00
Celery, Florida	....	3 00
Celery roots, doz.	....	0 50
Cucumbers, fancy, Boston, doz.	....	1 75
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	1 75
Curly lettuce, box 4 doz.	....	2 40
Lettuce, Florida, head, hamper	....	2 75
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	6 50
Parsnips, bag	....	1 50
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 35
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 50
Spinach, New York, bbl.	....	4 00
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 25
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Strawberries are now getting to be very scarce, and their price has advanced sharply from 40 to 60 cents a box. Very few are coming forward now, and it is not expected there will be many more. Oranges continue to come in fairly freely, but price on navels is up 25 cents to $4: some seconds go for half a dollar less. Floridas are also selling a little higher. Tangerine are very scarce now and sell for $3 the half strap. They have had a fairly good run all season. Pines from Porto Rico are up to $5.50 and $6 a case. Demand is unusually heavy just now. Generally speaking, the demand for fruits is off a little just now. Orders are fewer in number and lesser in extent.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 50
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 50
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 50	4 00
Cuban, case	3 00	3 50
Oranges—		
Florida, case	3 50	4 00
Navels	3 25	4 00
Marmalade, case	3 25	....
Kings, case	5 75	6 00
Lemons, new, Calif., box	3 25	3 50
Lemons, new, Messina, box	3 00	3 25
Limes, per 100	....	1 50
Pears, Cal., case	4 50	5 00
Pineapples, Florida	5 50	6 00
Strawberries, Florida, box	0 55	0 60
Tangerines, half-strap	....	3 00

VEGETABLES.—There are several price changes this week, of importance. Asparagus, selling by the dozen is $9; by the bunch 85 cents. French artichokes are firmer on a better demand. New carrots are higher at 75 to 90 cents with a good, firm demand. Florida celery is a trifle lower, on better supplies coming. California shows no change. Imported mushrooms advanced sharply, as high as $2.75. Parsley also moved up to the tune of about 20 cents. Potato situation shows no change unless it be that new potatoes are fetching $10 a barrel. Head lettuce now demand with leaf and is quoted at $4 to $4.50.

Asparagus, doz.	9 00	9 25
Artichokes, doz.	1 25	1 30
Cabbage, new, case	3 00	3 25
Beets, Canadian, bag	0 60	0 70
Carrots, new, doz. bunches	0 75	0 90
Cauliflower, case	4 00	4 50
Celery, Cal., case	6 50	6 75
Celery, Florida, case	2 75	3 00
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 50
Lettuce, leaf, doz.	0 25	0 30
Lettuce head, hamper	4 00	4 50
Mushrooms, imported, 6 qt.	2 25	2 75
Parsnips, bag	0 75	0 90
Parsley, doz.	1 15	1 25
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
British Columbia, bag	....	1 75
Ontario, bag	....	1 85
New, bbl.	....	10 00
Sweet, kiln-dried, hamper	....	1 35
Radishes, doz.	0 40	0 50
Rhubarb, doz.	0 75	1 00
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 20	0 30
Turnips, bag	0 40	0 45

WINNIPEG

FRUIT AND VEGETABLES.—Manitoba potatoes are practically off the

(Continued on page 40.)

PRODUCE AND PROVISIONS

Pork Products Up: Eggs Lower

Lard Prices Show Advance; So Do Bacons—New Laids Decline on Better Supplies Coming—No Change in Butter—All Dressed Poultry Levels Higher

MONTREAL

PROVISIONS.—Increasing strength of pork products has resulted in further advances in lard, lard compounds and cooked meats as indicated as likely in these columns last week. The rising market has combined with the approach of the Easter season to stimulate buying on the part of the trade. Pure lard in tierces is now 15c and compound lard tierces 13¼c, and other sizes in proportion. Cooked meats have advanced one cent. and boiled hams are now quoted at 31c per lb., roast hams at 32c, and shoulders boiled and roasted at 26c and 27c per lb. respectively.

Supplies are ample in most lines but the undertone of market is good; market for dressed hogs remains the same and a fair trade is being done in dressed stock and prices remain firm.

Hams—		
Small, per lb.		0 21
Medium, per lb.	0 20	0 21
Large, per lb.		0 19
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 23
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 31
Hams, roast, per lb.		0 32
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		30 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 15
Tubs, 50 lbs. net		0 15¼
Tins, 50 lbs. net		0 15¼
Pails, wood, 20 lbs. net		15½
Pails, tin, 20 lbs. gross		0 15
Cases, 10 lb. tins, 60 in case		0 15¾
Cases, 3 and 5-lb. tins, 60 in case		0 16¾
Bricks, 1 lb., each		0 17¼
Lard, Compound—		
Tierces, 375 lbs. net		0 13½
Tubs, 50 lbs. net		0 13¾
Tins, 50 lbs. net		0 13¾
Pails, wood, 20 lbs. net		0 14
Pails, tin, 20 lbs. net		0 14
Cases, 10-lb. tins, 60 in case		0 15
Cases, 3 and 5-lb. tins, 60 in case		0 14¾
Bricks, 1 lb., each		0 15¾
Hogs—		
Dressed, abattoir killed		13 00

BUTTER.—Prices remain firm and unchanged and business quiet with a slightly easier feeling in the market which has not, however, affected volume of trade passing. New makes are coming in, but not in sufficient quantities to materially affect market, as supplies of new are very uncertain in delivery and are just dribbling into a market of light stocks that does not readily respond to such influence. Receipts, however, are heavier than last week or for the corresponding period of last year.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Market has eased off 2c and new laids are now offered at 28c per doz., which is still 5c per dozen higher than a year ago at this time, and with local deliveries much less than a year ago. The bad roads, weather and delayed spring is blamed for the light stocks and high prices of this market and a big influx of eggs is expected with the warm weather. Stocks on hand depend almost entirely upon American supplies for their upkeep. Total deliveries during week were greatly in excess of last week's and of a year ago and it is this increase from American points that tends to make the easier feeling that continues to prevail in this market.

Eggs, case lots—	
New laid, stamped	0 28

CHEESE.—Market is very firm and unchanged in its essential features, although English prices have advanced to 102s. on white, and 104s. on colored cheese, an all round advance of 2s., which has further stiffened market here. Stocks are light and mostly in the hands of powerful interests so that buyers are forced to pay top prices. New make is being offered to the trade by the manufacturers at from 17 to 17½c per lb.

Cheese—		
1915 make	0 19	0 20
Stilton		0 21

POULTRY.—Market is very firm with an acute condition developing with regard to supplies although last week's prices remain unchanged and steady in face of a restricted demand that goes hand in hand with the prevailing high prices. Present market is the highest and supplies and stocks the scarcest in years in this market. Although not actually heavy the demand is good in comparison with the prices that rule. Supplies of fresh killed coming forward are very limited as farmers have pretty well disposed of surplus stocks and old stocks of frozen birds are very light. Five-pound live fowl bring from 22c to 23c and smaller stuff from 18c to 21c.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 25
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is steady at unchanged prices and better demand that has felt that the stimulus of some Western buying that has caused stocks to move more freely than usual at this season, although they remain ample for the needs of the market.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section.	0 16
Comb honey, buckwheat, per section..	0 13

TORONTO

PROVISIONS.—There has been increasing firmness displayed in the pork and all kindred products and prices on bacons are up a full cent. All lard prices, too, show a slight increase. Cooked meats remain steady—they appear to be suffering from a good demand which exists for fish at present.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 25
Roll, per lb.	0 17	0 18
Shoulders, per lb.	0 17	0 18
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16⅛
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29
Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	0 14¼
Tubs, 60 lbs.	0 13	0 13¼
Pails		0 13½
Tins, 3 and 5 lbs., per lb.		0 14¾
Bricks, 1 lb., per lb.		0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12¾	0 13
Tubs, 50 lbs., per lb.	0 13	0 13¼
Pails, 20 lbs., per lb.	0 13¼	0 13½

Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—Undertone of market is firm. Storage supplies have been requisitioned to a certain extent and fresh stuff is none too plentiful. It is said that both creamery and dairy will be short pretty soon, creamery particularly. Deliveries already are smaller. Demand, however, is not very heavy, and anyway not heavy enough to move levels up. The strong American situation continues, but apparently has no effect on this market.

Creamery prints, lb.	0 34	0 36
Dairy prints, choice, lb.	0 28	0 32
Dairy prints, lb.	0 25	0 27
Bakers	0 23	0 24

EGGS.—New laids are now down to 28 to 29 cents; in cartons, a cent to 2c higher. This is a decline for the week of one cent. Supplies have increased materially during the week, and though consumption is heavy the American egg—so cheap, as it is—is holding the balance and forcing our prices down. Chicago is laying eggs down here, in carlots, at 24½ cents.

Eggs—		
New laids, specials, in cartons	0 30	0 31
New laids	0 28	0 29

CHEESE.—Prices show no change for the week. A firm situation exists in Canada, and it is strengthened by cables from England reporting further advances. New make comes on apace, while old cheese is hard to get.

Cheese—		
New, large, per lb.		0 19
New, twins, per lb.		0 19¼
Old, large, per lb.		0 19½
Old, twins, per lb.		0 19¾
Old, triplets, per lb.		0 20

POUTRY.—All levels are a cent or two cents higher for dressed stuff, fresh arrivals being poor for the demand. Chicken is especially in favor. All poultry is being taken from storage in large quantities to cope with demand, and notwithstanding this levels had to be advanced.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 18	0 17—0 19
Old turkeys	0 18—0 19	0 20—0 23
Ducklings	0 11—0 14	0 16—0 26
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 16—0 18	0 20—0 23
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—No new feature shows itself. We have re-arranged quotations somewhat so as, more fully, to cover all lines and grades.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.		0 13½
Clover, 10 lb. tins, per lb.		0 14
Clover, 5 lb. tins, per lb.		0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—Eggs have been coming in fairly well, but not as heavy as was expected, owing to the cold wave. Last week end retailers were paying 23c and 24c for candled. There are no American eggs left on the market, these having been all cleaned up. With more seasonable weather, we expect heavier deliveries from now on, and a big slump in price can be expected. Live hogs are firm at $10.10 and are even as high as $11.00 in Calgary. Receipts have been a little more liberal during this past week, and the trade can look for a slump here before very long. The butter market still has a weak undertone, but the demand is very good. Little change is expected in butter just now. In the cheese market there is nothing new.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 21	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light		0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.		27 00
Lard, Pure—		
Tierces		0 14½
Pails		2 97
Cases, 10s		9 15
Cases, 5s		9 23
Cases, 3s		9 30
Cartons		0 16
Lard, Compound—		
Tierces		0 12¼
Tubs, 50s, net		6 25
Pails, 20s, net		2 60
Butter—		
Creamery		0 35
Best dairy		0 28
Cooking		0 20
Eggs—		
New laids		0 23
Cheese—		
Ontario, large		0 20¼
Ontario, twins		0 20½

FRUIT AND VEGETABLES

(Continued from page 38.)

market, and dealers are offering Albertas and British Columbias, the former at $1 and the latter at $1.25. Cabbage have jumped to 2½c; California lemons dropped to $4.50 per case, and grapefruit are now quoted at $4. Florida tomatoes are arriving more freely, and are quoted as low as $4.50 per case. Carrots are up to 2c per lb.

Fresh Fruits—		
Grapefruit, case		4 00
Strawberries, Florida, quart		0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s		2 00
B.C. box apples, No. 2s		1 75
Washington box apples		2 50
Navel oranges, case	3 25	4 00
California lemons		4 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box		4 50
Malaga grapes, kegs		15 00
Vegetables—		
Cabbage, per lb.		0 02½
Peppers, per basket		0 75
Mushrooms		0 90
Carrots, per lb.		0 02
B.C. potatoes		1 25
Alberta potatoes		1 00
Sweet potatoes, hamper		2 25
Garlic, per lb.		0 25
Turnips, bushel		0 60
California head lettuce, case		4 50
California cauliflower, doz.		3 50
Valencia onions, cases		7 50
Red Globe, onions, lb.		0 04
Head lettuce, doz.		1 00
California celery, doz.		1 50
Floria tomatoes, case	4 50	5 50

CONGESTION IN SYRUP SHIPMENTS

The following from Hansard, March 16, on shipment of syrups from the West Indies will be of interest to many in the trade:

Hon. J. D. Hazen (Minister of Marine): The right hon. leader of the opposition made inquiry of me yesterday with regard to the service being rendered by the line of steamers, subsidized by the Canadian Government, which run from St. John and Halifax to the West Indies and I told my hon. friend that I would endeavor to get the information for him. I asked the Deputy Minister of Trade and Commerce this morning to read my right hon. friend's remarks and mine in yesterday's Hansard and send me a statement with regard to the matter. I have the statement here in the form of a letter from Mr. O'Hara, the Deputy Minister.

The Royal Mail Steam Packet Company is the company that runs this line of steamers between Halifax and St. John and the West Indies. (Reading.)

Ottawa, Ont., March 16, 1916.

Dear Mr. Hazen:

I have read in Hansard of yesterday the remarks of the Right Hon. Sir Wilfrid Laurier upon the subject of the shipment of syrups from the West Indies, and also your reply.

The information you gave to Sir Wilfrid is correct, but, in the absence of Sir George Foster, I may add, that the Minister of Trade and Commerce has been aware for some time of the congestion existing in connection with the service of the Royal Mail Steam Packet Company to the West Indies. This congestion exists both ways. Neither Canadian exporters or importers are able to get the space they demand, and Sir George has been doing everything he possibly could to relieve the situation, even to cabling the Admiralty to release some of the ships commandeered from the Royal Steam Packet Company, without success.

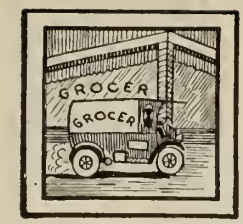
The company states that 70 per cent. of their tonnage is now in the hands of the British Government. Canadian exporters of lumber, flour, and other foodstuffs have been complaining of the small amount of space available, as have complaints come from Canadian importers and West Indian exporters of their inability to get sufficient space for sugar and molasses.

The difficulties are heightened by reason of the fact that there are no tramp steamers available for the molasses trade, which steamers always largely divide the traffic with the Royal Mail Steam Packet steamers. The Royal Mail Steam Packet Company are giving the best service Canada has ever had to the West Indies. They are performing the service under subsidy, with the vessels required, and so far as we know are doing all they can with the space at their disposal to accommodate the shippers, at either end, to the capacity required.

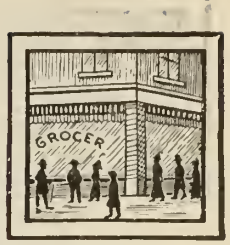
I may say that the Royal Mail Steam Packet Company have ever shown a sincere desire to meet this department in every request we have made of them, even though such requests at times exceeded the limits of their contract.

Yours faithfully,

F. C. O'HARA,
Deputy Minister.



FISH AND OYSTERS



A Few Fresh Fish Arriving

Stocks of Frozen Cleaned Up, So That Prices Are Merely Nominal — Lobster Levels 'Way Up—Prices of Pickled Lines Steady.

MONTREAL

FISH.—Trade is active and supplies in all lines continue to show effect of recent decrease in supplies through increasing shortage of stocks. In frozen stock a near famine exists. Prices have advanced generally and are quoted as nominal. A few fresh fish are arriving but the state of the weather prevents any appreciable stocks being received and has even greatly diminished present receipts. Prices in fresh haddock have declined as it is and with an improved fishing other prices will follow suit according to present indications. Frozen lake fish are now pretty well cleaned up. The only lines available are halibut, salmon, herring, mackerel, smalts, dore, whitefish and pike. In pickled lines prices are steady on a normal market. Lobsters continue very high. Bulk and shell oysters are in uniform demand with prices a little stiffer. Smoked fish lines such as Finnan haddie are scarce and advancing in price.

TORONTO

FISH AND OYSTERS.—The tightness in the frozen fish situation continues. Market is very strong, therefore, for haddock and cod, with prices very firm. The hint of approaching milder weather is a welcome sign. Probably when it comes it will come to stay. The only lines which seem to be readily available are salmon and winter-caught white fish, both of which have a big sale. Halibut is in great demand, but stocks are light; 12 cents is lowest price for medium. All salt and pickled fish continue in excellent demand, with no new feature to the situation. Lobster is practically off the market for the present, price being too high for the dealer. The public will only pay a certain figure for lobster, and wild horses apparently won't draw more than that figure out of them. The retailer knows that, and regulates his buying accordingly.

Fish business generally is excellent. Lenten demand is extraordinarily good; butchers say that numbers of people who ordinarily buy meat are now buying fish. Hotel trade is excellent.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.08-.08½	.09
Haddies, fillets, per lb.	.11	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.10	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.26
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 50 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes, dressed, lb.	.11	.11
Pale qualla, dressed, per lb.	.08-.08½	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	....
Steak codfish, per lb.	.10	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.75	3.00
Round pike	.06½	....
Grass pike, dressed	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 60
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes.	0 15	0 15
a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	....	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	13 —14	12 —14
Haddock, fancy, express, lb.	7 — 8	8
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	8 — 8½	9 —10
Herrings, each	3	3
Flounders	10	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 06	0 07
Perch, lb.	0 07	0 07
Suckers, lb.	0 06	0 33
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09¼	.09-.10
Whitefish, small tullibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.09-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, .S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	....
Herrings, Labrador, half bbls.	3 50	3 50
Lake trout, 100-lb. kegs	5 50	7 75
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 08	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs	1 25	85—1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 15	70—0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	11 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Turkey is scarce, both live and dressed; the former is quoted at 19c, and dressed 30c. There is little live poultry on the market. Stocks of dressed stuff are practically nil, and quotations are very high. What live stuff is coming in, is being taken up by the Jewish trade at very high figures. Haddies continue scarce, and there are practically none to be had in the city. It is stated there is hardly a carload here. The reason for this is that heretofore haddies were cured in the summer and delivered throughout the year. Last year, it is stated, they were salted in the summer, and everything shipped to England, so that the Canalian trade depended entirely on the fall catch. This accounts for the shortage, and it applies to the whole Dominion. Haddies are quoted at 9½c this week, but they will no doubt be advanced to 10c next week. It was supposed there would be a scarcity of bloaters, but they appear to be plentiful here.

Fish—		
Frozen salmon	....	0 10
Fresh halibut	....	0 08½
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	0 09½	0 10
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt mackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on shell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	0 12	0 16½
Turkeys	0 18	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 20
Turkeys, No. 1	....	0 30
Geese, No. 1	....	0 22

FLOUR AND CEREALS

Railroad Embargo Hampers Grain Trade

The Object is to Clear Up Congestion—It is Certainly Tying Up Shipments — Wheat Levels Firmer and Advancing—Western and Ontario Oats Strong

MONTREAL

FLOUR.—Prices are unchanged and new embargo is feature of this market and making prices and all other factors of secondary importance to deliveries. The C. P. R. has placed an embargo on all freight from Smith Falls East in order to clear up congestion. Shipments are not accepted so that business suffers in proportion. Wheat market has been firmer and steadier than usual of late, but for the moment this fact is lost sight of in general tie-up of Canadian business as a result of the embargo which has made an already acute freight situation a direct cause in the restriction of busines done. Aside from this fact more inquiries and a greater willingness to buy are reported from country districts.

Winter wheat has felt the embargo tie up. Owing to the peculiar conditions surrounding it winter wheat flour has suffered more than other lines as a result of the embargo which it is reported has caused business to fall completely flat in this line although conditions are all in the buyer's favor.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent,, in bags	2 70	2 75

CEREALS.—Market is quiet and steady with a fair business being done for time of year and the tone of the market ruling steady. Raw oat market has shown firmness but embargo has become feature of importance as well. Prices quoted are normal as there is a lack of uniformity in the recorded prices of recent sales.

Cornmeal—	Per 98-lb. sack.
Gold dust	2 75
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Small lots	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, hag	2 65
Rye flour, hag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—An easier feeling prevails in this market, but it is sporadic in its operation and the tendency is not general on the market. Inquiries are numerous but buyers are hanging back and actual demand is only fair. Lack of country demand is especially noticeable and contributes to irregularity of the market.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, hag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, hush	0 55
Feed wheat, hag	1 80

TORONTO

FLOUR.—A partial recovery was made by wheat during the week, last week's quotation of $1.07¾ for No. 1 Northern in store at Fort William being advanced on Tuesday to $1.09. This gave a fillip to the general grain situation, which flour shared. The market has a long way to go before it recovers its continued weakness of recent weeks.

There is little change in the flour situation. Prices are same as last week; if anything, market tone is rather firmer. Export business is still small, freight situation continuing to play havoc with it. Rates for freight for flour are as high as $1.10 to $1.20 just now.

Domestic demand is fair, dealers continuing to buy generally, doubtless waiting for a further drop. Ontario winter wheat flour is firmer.

One depressing factor in the market situation is the large visible and invisible wheat supply. The visible wheat supply in North America at time of writing is said to be 54,000,000 bushels in excess of what it was last year. Couple this with a large invisible wheat supply is bearing levels somewhat, although the oversold condition of the market and adverse crop reports are counter influences, working the other way. It is due to these last, probably, that the wheat market is advancing somewhat.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. of 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 20

CEREALS.—Rolled oats are fairly strong. Western oats firmed up during the week a full couple of cents. Barley is strong on a heavy domestic demand. The rest of the list shows little interest, buying being desultory.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Graham flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—With the exception of a firmness and advance of one cent in Ontario oats, sympathetic to the strength in western, there is little feature. All feeds are rather weaker, domestic demand having slackened.

Mill Feeds—	Mixed cars per ton
Bran	24 00
Shorts	25 00
Special middlings	26 00
Feed flour, per bag	1 60 1 70
Oats—	
No. 3, Ontario, outside points	0 41 0 42

Since the above was written, shorts and middlings have each advanced one dollar and are now quoted at $26.00 and $27.00 respectively.

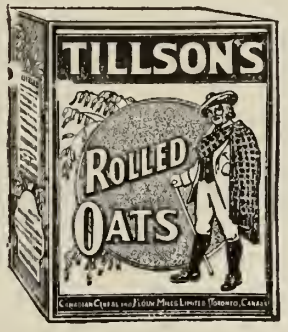
WINNIPEG

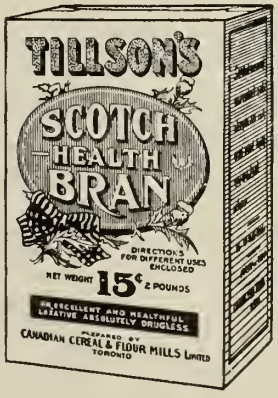
FLOUR AND CEREALS.—At the end of last week there had been no change in any of these markets, all being entirely featureless. Wheat has been doing practically nothing during the past seven days, and flour is, therefore, quiet. The demand for flour and all cereals is less than normal. The same applies to feeds. The export demand is good, but owing to the embargo placed recently by the British Government affecting certain sea ports, some of the mills have found it impossible to move their supplies. Lots of stuff is being held up which should have been shipped long ago, but was impossible owing to freight situation. The embargo does not appear to have affected the market very seriously.

Flour—		
Best patents	....	6 30
Bakers	....	5 80
Clears	....	5 10
XXXX.	....	4 10
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats., pkgs., family size	....	3 75
Wheat flakes, case	....	3 90
Oatmeal, standard and gran., 98 lbs..	....	3 00
Cornmeal, 98 lbs.	....	2 65
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	30 00

Quality—then price

This is our motto and the standard upon which these Made-in-Canada Cereal Products are built





Tillson's Rolled Oats

Tillson's "Scotch" Fine Cut Oatmeal

Tillson's "Scotch" Health Bran

are the three unequalled selling lines of established merit. A trial order of these will be a step toward bigger business and larger profits.

Canadian Cereal and Flour Mills Co., Limited

TORONTO, ONTARIO

There is no dead stock in Lytle's "Sterling" lines

Replenish your stock to-day. Put Lytle's where your customers can see them—include them in your window and counter displays.

The results will convince you that "Sterling" Lines are well worth while. To-day's sales will mean repeat sales to-morrow and all the coming morrows.

It's the quality that does it—that incomparable quality and inimitable flavour which make every "Sterling" Product a leader of undisputed merit.

Let Lytle's "Sterling" Lines stimulate your sales.

Order from your wholesaler.

The T. A. Lytle Co.
Limited
STERLING ROAD TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN

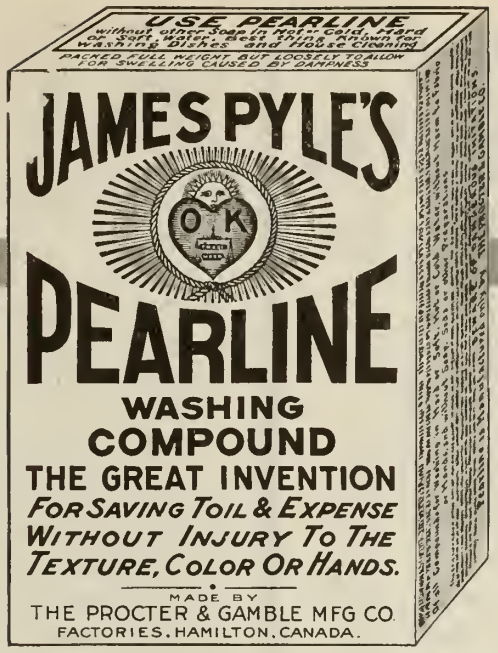
	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.



PEARLINE is among washing powders what Ivory is among soaps—the standard. Housekeepers have relied upon it so many years that whenever they think of washing powder they think of Pearline.

Because Pearline is a staple article needed in every stock it is one of the Procter & Gamble products being made at Hamilton, Canada. Carry these P. & G. brands and you will have the standard products that set the pace.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
Hamilton, Canada

Send for Pearline advertising matter for use in your store.

Ten cents a box differential on all the following Procter & Gamble products bought in 10 box lots: Ivory Soap, Gold Soap, P. AND G.—The White Naphtha Soap, Pearline and Sopade. Ask your jobber.

A WINNING COMBINATION

Arthur Stringer's latest success, "The Anatomy of Love," scheduled to first appear in the June issue of MacLean's, and Arthur MacFarlane's newest mystery story, "Behind the Bolted Door," supply a winning combination for our representative to "roll up" a big **bonus** and commission during the next few weeks.

These two splendid stories will appear in MacLean's first—probably in book form later. These are but two of the many fine features that go to make up entertainment for our readers. This means that **hundreds of people** will subscribe to MacLean's during the next few weeks. There are dozens of subscriptions to be had in your district. Let us tell you how to secure them and how to become an authorized representative.

To take care of the increased demand for MacLean's we must have at once an active representative in every district in Canada. To those **who can qualify,** big money will be paid. The work is light and pleasant—your spare time is all that's needed for a start. It interferes in no way with your regular duties; in fact, the more you work our plan the greater your efficiency in your regular work will be noted.

If the extra $5.00 or $10.00 a week in exchange for your spare time means **anything to you,** write us today for full particulars. No obligation, you know—simply say, "Send me all particulars concerning your money-making plan."

The MacLean Publishing Co., Ltd.

TORONTO, CANADA

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 65
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA, Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50 1s, $2.90; 2s, $5.40.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

TOMATOES of Rare Quality

Peters Celebrated Pack from Sunny Florida

Price very low this week. Cost about 8c. to 8½c. lb. Delivered your store.

TRY THEM!

White & Co., Limited

Wholesalers of High-Class Fruits and Vegetables and Fish Dealers.

TORONTO and HAMILTON

Are You Interested?

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.
OWEN SOUND, ONT.

ECONOMY
is the Nation's Watchword.
PRODUCTION
is equally essential.

But without the strength and energy of Health PRODUCTION is impaired and we are forced to a state of restraint without the resultant SAVINGS which generous PRODUCTION and wise ECONOMY accomplish.

Therefore look to your HEALTH that you may produce WEALTH for yourself and your Country. All M.O.H.'s concede that the Health of any Country is greatly benefited by the generous consumption of FRUIT.

Use
"St. Nicholas" Lemons

J. J. McCabe
Agent
TORONTO

B. B. B.

Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Easter stock. Prices will not be lower, they may be higher. Made under Government Inspection.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.08¼
Kegs, extra large crystals, 100 lbs.	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.06½
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07¾
"Crystal Malze" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07¾
20-lb. boxes ¼c higher than 40's)	

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96)	$ 3 20
1 lb. packages (60)	3 20
½ lb. packages (120)	3 40
1 lb. 30 / ½ lb. 60 — Packages Mixed	3 30

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case	$2 65
5-lb. tins, 1 doz. in case	3 90
10-lb. tins, ½ doz. in case	2 90
20-lb. tins, ¼ doz. in case	2 85
Barrels, 700 lbs.	3¾
Half barrels, 350 lbs.	4
Quarter barrels, 175 lbs.	4¼
Palls, 38½ lbs.	1 95
Palls, 25 lbs. each	1 40
3 lb. Perfect Seal Jar, 1 doz. in case	2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	3 00
5-lb. tins, 1 doz. in case	3 35
10-lb. tins, ½ doz. in case	3 25
20-lb. tins, ¼ doz. in case	3 20

(5, 10 and 20-lb. tins have wire bandles.)

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case	3 60
Barrels	0 04¾
½ barrels	0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	$3 55
5 lb. tins, 1 doz. in case	4 15
10 lb. tins, ½ doz. in case	3 85
20 lb. tins, ¼ doz. in case	3 75

Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES

DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.

"THISTLE" BRAND

A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case	$5 40
Cases, 4 doz. each, ovals, per case	5 40

INFANTS' FOOD

MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins. $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH

JAMES DOME BLACK LEAD

2a size, gross	2 50
6a size, gross	2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS

JAMS AND JELLIES

2's	$2 10
4's	0 35
5's	0 42
7's	0 60
30s, wood	0 06
12-oz. glass jar	1 15
Tumbler, glass	0 95

MARMALADE

2's, per doz.	$2 30
4's, per pail	0 40
5's, per pail	0 45
7's, per pail	0 65
30's, wood, lb.	0 08¾
12-oz. glass jar, doz.	1 20
Tumbler, glass, doz.	1 00

Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.

Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold palls. 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles	0 95
Pint, bottles	1 30

Worcestershire Sauce

½ pints, doz.	0 95
Pints, doz.	1 30

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pks.	1 26

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs.	0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs.	0 46
Currency, 6s, ½ butts, 9 lbs.	0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs.	0 48
Walnut Bars, 8½s, boxes 7 lbs.	0 64
Pay Roll, thick bars, 8½s, 6 lb boxes	0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes	0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies	0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs.	0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.	0 56
Great West, pouches, 9s	0 72
Forest and Stream, tins, 11s, 2 lb. cartons	0 80
Forest and Stream, ¼s, ½s and 1-lb. tins	0 80
Forest and Stream, 1-lb. glass humidors	1 00

Easter Window Display Contest

OF course you have decided to have the usual attractive Easter Window Display this year. You will not let an opportunity slip by for extra business and splendid advertising, such as a fine window of Easter lines would produce.

When you have your display in shape get a photograph of it and enter it in Canadian Grocer's Easter Window Display Contest. This contest is open to all grocers and clerks in Canada, and it is to be hoped as many as possible will come in it.

All that is necessary when you have your display in shape is to call in a good photographer; have him take a picture of it, and mail it to the Contest Editor, Canadian Grocer, at the Toronto Office.

RESULTS OF SUCH A CONTEST.

A competition of this kind not only helps you sell more goods and gain additional prestige for the store, but it assists every dealer and clerk in the country to produce better windows, to take a greater interest in displays and in general to raise the standard of the grocery business.

Easter comes at the end of Lent. Good Friday is April 21. This is a time when the appetites of many have been sharpened up for the many appetizing foods which they have denied themselves during the Lenten season. It is a time when big sales can be made of goods such as tasty bacon, various lines of cooked meats, cheese, eggs, honey, confectionery, fancy biscuits, etc.

It will thus be seen that the possibilities for a good business around the Easter holidays are large. The public is always, however, in need of suggestions. These must be supplied by the dealer and his selling staff. A good display will go a long way to arouse the interest and attention of customers and of the passerby.

Don't overlook your Easter Window Display and be sure it is entered in Canadian Grocer's contest.

The contest will be divided into two sections, one for grocers and clerks in towns under 10,000 population, and the other for grocers and clerks in cities above that population. The prizes in each class will be: first, $5; second, $3; third, $2, making a total of $20 for the six best windows supplied.

The contest will be judged from the standpoint of Selling Power, Attractiveness and Originalty, in order named.

In ordering photograph see that you get one about 10″ x 8″. This will show the goods to best advantage. A snapshot is too small.

Get the picture just as soon as the Easter window is in shape, and send it along to the Contest Editor. Contest closes May 1. Address 149-153 University Avenue, Toronto.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

WANTED — SMART YOUNG MAN WITH knowledge of grocery business to solicit orders and assist in store. State salary, experience and references. P. O. Box 108, Oshawa, Ont.

GROCER WITH TWELVE YEARS' EXPERIence in retail business and knowledge of crockery. Open for engagement. Married. Box 134, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F. Toronto, Ont.

FOR SALE

FOR SALE — BRANTFORD STERLING bacon slicer, almost new. Morris, 247 Lippincott St.

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

A want ad. in this paper will bring replies from all parts of Canada.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE WELLINGTON POLISH

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto St., Toronto — 52 Can. Life Bldg., Montreal

When writing advertised kindly mention that you saw it in this paper.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF)

A SNAP IN APPLES

Varieties: Baldwins, Russets, Talman Sweets, Ben Davis.

$1.00 Per Box, F.O.B. Rodney, Ont.

State if wish shipped by freight or express. Quality guaranteed. Payments 1st of month following.

GEO. R. WHITTON, RODNEY, ONT.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED

TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO

COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

When writing advertiser kindly mention that you saw his ad. in this paper.

No. 41

"Built with the Best"

(Canada's 105-year-old Pioneer)

At the Corner Grocery

"Good day, Mr. Smith. As the day was so nice and spring-like and my supply of *King George* almost used up, I thought I'd walk down for another half-pound. I notice you keep right on featuring it, too, and I reckon it's worth while, because the satisfaction it gives is bound to mean more business to you. Yes, sir, it's a grand chew, the very finest, and an old experienced chewer like me ought to be some judge y'know.

"You tell me your sales of *King George* are increasing. Well, it goes to show the public like the big value you give them in *King George* Chewing Tobacco."

Are you a King George dealer?

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

A New Serial Story to Start Soon

IN an early issue the publication will begin of a new serial by Arthur Stringer. Canadians have followed the spectacular rise of this young writer with great pride, and, when his remarkable story of the west, "The Prairie Wife," ran through Saturday Evening Post something less than a year ago, it was felt that he had reached not only the pinnacle of literary fame but the heighth of his power—for "The Prairie Wife" was undoubtedly one of the finest love stories ever written and a graphic picture of the life of the Western homesteader as well. But Arthur Stringer is only beginning to show his power, and in "The Anatomy of Love" he brings forward an entirely new style; it is different from anything he has ever done before and in many ways is a better and bigger story than any of his past efforts. It is a magnificently done piece of work and suggests that there are no limits to his versatility and capacity.

The Anatomy of Love

By

Arthur Stringer

Arthur Stringer

is Canadian born and bred. His first journalistic experience was secured in this country, but he decided to try his fortune in the bigger field that offers in the United States and accordingly went to New York. All young writers have their vicissitudes, and Arthur Stringer did not escape the common fate; but success nevertheless was not long in coming. He "broke" into the magazines early and soon became recognized as one of the brightest of magazine short-story writers. During the past few years he has become one of the "head-liners"—the established writers, whose stories are eagerly sought after, and whose names are printed in black type on magazine covers. His work has been found regularly in such publications as Saturday Evening Post, Cosmopolitan, Colliers, Hearsts, Century—and in fact all the leading magazines. He has written a large number of books of all kinds—tales of secret service detectives and counterfeiters, rare yarns of adventure, business stories, character stories, love stories. The genius that he displayed in "The Prairie Wife" will be found in a rarer degree still in "The Anatomy of Love."

By securing the right of first publication of "The Anatomy of Love," MacLean's is in a position to offer its readers the finest feature ever presented by a Canadian periodical. This may seem a sweeping claim to make, but no one who knows Arthur Stringer's work well will question it.

A recent photograph of Arthur Stringer

A great story bya great Canadian author

Will Start in June MacLean's

QUALITY IN BUSINESS

The hardest selling problem is to show a customer that first cost is not last cost; that goods cheaper in the beginning almost invariably are dearer in the end.

We buy on quality, because we believe that value lies in quality and not in price.

Our thousands of customers are the proof that this principle is true.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West **Montreal**

INDEX TO ADVERTISERS

A

Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries.... 1
Aylmer Condensed Milk Co.. 6

B

Babbitts 2
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co....Inside back cover
Borden Milk Co. 3

C

Canadian Cereal & Flour Mills Co. 43
Canadian Shredded Wheat Co., Ltd. 15
Channell Chemical Co. 2
Clark, Ltd., W. 5
Connors Bros. 8
Cowan Co. 4

D

Dominion Salt Co., Ltd..... 8
Duncan & Co., John 16

E

Eckardt, H. P., & Co. 47
Eureka Refrigerator Co. 15

F

Fairbanks, N. K., Co. ..... Inside front cover
Fearman, F. W., Co. 50
Freeman Co., W. A. 48

H

Hargreaves (Canada), Ltd... 9
Heinz, J. J., Co. 9
Holland Rusk Co. 6

J

Jenkins & Hardy 52
Jennings Co., A. E. 2

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A..... 14
Laporte, Martin, Limitee.... 55
Leacock & Co. 10
Lemon Bros. 49
Lever Bros. 11
Lightcap, O. F. 14
London Pure Food Show.... 6
Lytle & Co., T. A. 44

M

Macdonell & Co., A. J..... 9
MacKenzie & Morris 14
Maclure & Langley 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Malcolm's Condensing Co.... Inside back cover
Mathieu, J. L., & Co..... 12
McCabe, J. J. 49
Mennen Chemical Co., G..... 12
Millman, W. H., Sons 14
Minto Bros....Inside front cover
Morency, J. L. 6

O

Oakey & Sons, John 52

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd.... 14
Procter & Gamble 45

R

Rennie Seed Co. 9
Rock City Tobacco Co. 53

S

Shidznoka Ken Tea Guild... 13
Smith & Proctor 12
Stanway & Co., Geo. 14
Star Egg Carrier & Tray Mfg. Co. 8-14

T

Taylor & Pringle 10
Thum Co., O. W. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Walker, Hugh, & Son 48
Watson & Truesdale 14
Wayne Oil Tank Co. 15
Webb, Harry 14
Wethey, J. H., & Co. 49
White & Co. 49
Woods & Co., Walter 50

RESULTS

That Count In Cash

Are you a business producer? Can you get results from your efforts that mean more money? If you are and are ready to consider a plan that will augment your present income from $5.00 to $10.00 a week, you are the man we want to represent us in your district. The more time you have the better the pay.

We need bright, brainy, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and make sure of your district? If you are looking for an increase in wages to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

Many of our representatives devote an average of four hours each day to looking after our subscription business. These men average anywhere from $10.00 to $20.00 a week. Would an income like this interest you? Write us to-day: we will gladly send you full particulars concerning our plan, without obligating you in the least—simply say, "Show me how to turn my spare time into money."

The MacLean Publishing Co., Limited

Dept. C.G. TORONTO, ONTARIO

"DO YOUR BIT"

Do your bit in the upbuilding of Canada's industries by supporting Canadian enterprise.

The high quality and trade creating possibilities of

Malcolm's Made-in-Canada Milk Products

are opening up big business for dealers all over the Dominion. Wherever featured these palatable home-made products have never failed to "make good" with the public.

All our lines are accredited leaders in their respective fields, possessing that delicious, natural wholesomeness which wins the whole hearted approval of the housewife.

Look over the following. Note our prices and send for trial supply.

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.50
Princess Condensed Milk, 4 doz. in case	4.50

The Malcolm Condensing Co., Limited, St. George, Ont.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

FIVE ROSES FLOUR

PASTRIES

PUDDINGS

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

BREAD CAKES

OUR *various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.*

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto Ottawa London Sudbury
Quebec St. John, N.B. Calgary Keewatin
Fort William Medicine Hat Vancouver
Portage la Prairie

Daily Capacity—27,400 bags of 98 lbs.

In this Issue—Comparison of Sugar Values; Cigar Trade Possibilities

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, MARCH 31st, 1916 No. 13

Welch's

The Good Will of WELCH'S

You buy more than so many bottles or so many cases of grape juice when you buy WELCH'S. You buy a share of the good will that WELCH'S has created for itself.

This good will affects your customers. It increases the regard in which they hold your store—because WELCH'S is something in which they have confidence.

It is this customer good will that makes WELCH'S a source of certain profit—a permanent asset. WELCH quality, WELCH magazine and store advertising have combined to build up the WELCH good will. And that guarantees WELCH'S a quick and certain sale.

Sold by Leading Jobbers.

THE WELCH CO., LIMITED

ST. CATHARINES, ONTARIO

The Anchor Cap is a big selling help

Any dealer who has investigated the several advantages of Anchor Caps will tell you that bottled goods sell quicker and easier when properly sealed. The perfect condition of goods properly packed and sealed under Anchor Caps has popularized them with the public throughout the Dominion.

The neat appearance of the Anchor Cap will add to the attractiveness of your bottled goods display. The security of this seal, besides favorably impressing your customers, will protect you against loss through leaking or spoilation.

The Anchor Cap is certainly worth a trial. Try it out on your next order of bottled goods. The results will make you "strong" for Anchor Caps every time. *Ask your wholesaler.*

Anchor Cap and Closure Corporation

of Canada

SUDBURY ST. W., FOOT OF DOVERCOURT RD., TORONTO

Economy

A careful housekeeper uses Sani-Flush to clean toilet bowls, because it saves time and expense. Materials which have less effect are wasteful and cost more for the results accomplished.

Sani-Flush

is made exclusively for this purpose. It cleans toilet bowls quickly and thoroughly. It does one thing and does it well. Save your customers expense—make extra profit for yourself by selling Sani-Flush.

Harold F. Ritchie & Co., Limited

10-12-14 McCaul St., Toronto

Absolute Security
plus Perfect Display

Add that winning combination to your stock of perishable foodstuffs and profitable sales are assured.

There is no doubt in the minds of dealers using

The Arctic Refrigerator

as to its all-round superiority and sales-building qualities.

The liberal air space gives free circulation to the dry, cold air, guaranteeing contents being always fresh and sweet.

All interior fittings are separable, allowing easy access to every part for cleaning purposes.

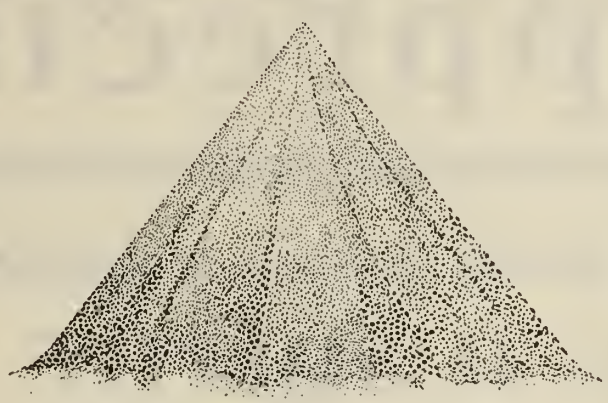
Get our complete catalog and make your selection from the many Arctic Models. Our prices are right.

John Hillock & Co.

Makers of High-grade Refrigerators

TORONTO

A Pyramid of Sugar



If you were to pile up the sugar that you lose in the course of a year as a result of Broken Bags, Down Weights, Improper Handling, it would make quite a good-sized hill.

The way to turn this loss into a profit is to handle

LANTIC SUGAR

in Original Packages

In addition to this you are certain to have a satisfied customer with the positive assurance of our guarantee of quality and weight in every package you sell.

Why let sugar be a burden to your business when you have the opportunity of selling the highest grade of Lantic Extra Quality Granulated in packages that sell, packages that are attractive, packages that are modern, packages that satisfy?

Lantic Sugar

Order through your jobber a trial order of Lantic Original Packages.

Put up in 2 and 5 lb. cartons and 10 and 20 lb. bags.

Atlantic Sugar Refineries, Limited

MONTREAL

Where Quality Is Appreciated

The drink that made temperance possible

E. D. SMITH'S Grape Juice

Made in Canada

The large demand for E.D.S. Grape Juice with the Natural Concord Flavor makes handling the E.D.S. Brand *very Profitable to Retailers.*

A shortage in the supply of Grape Juice makes it advisable to place orders at once to meet the season's demand.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.

Best By Test

The Old Reliable

Made in Canada

The Latest Government Report Tells the Story

Bulletin 305, issued Inland Revenue Department in 1915, furnishes a complete Report upon One Hundred and Seventy-Eight (178) Samples of Evaporated Milk, and places *BORDEN'S JERSEY BRAND highest* in Total Solids and Butter Fat Contents.

Mean of 12 Samples "JERSEY"—Solids 27.14, B.F. 7.67.

The Government Standard is—Solids 26%, B.F. 7.20, and all BORDEN BRANDS average higher than this regulation. When you sell BORDEN BRANDS, you have the satisfaction of knowing you are giving your customers Products Made in Canada, and the BEST THAT SCIENCE CAN PRODUCE.

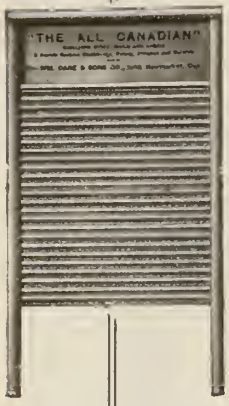
BORDEN MILK CO., LIMITED

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, VANCOUVER, B.C.

A "Seller" Wherever Displayed



That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewives' favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface — the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

The Wm. Cane & Sons Company
Limited
NEWMARKET, ONT.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favorites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

McVitie & Price, Limited
EDINBURGH and London
McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E. Montreal

Better Brooms and Brushes

There are many varieties, but only one quality in the famous

"KEYSTONE"

Brushes for all household purposes, and that quality means all that is embraced in the word "Best." Best for the housewife, for they give service and satisfaction. Best for you, Mr. Dealer, for the satisfied customer associates you with the good service she receives from "Keystone" brooms and brushes.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

The World's Best

Of all the pure foods made or sold in Canada, there is none that holds a higher place in the Grocers' esteem, than

Windsor Table Salt
Made in Canada

It has been his standard of purity for years—and has always maintained its well-earned reputation as the "Canadian Salt without a fault."

THE CANADIAN SALT CO. LIMITED

CANADIAN Clark's BRITISH

CLARK'S Concentrated Soups

(14 kinds)

Chicken Vegetable Mutton Broth
Tomato Consomme Mock Turtle
Ox Tail Mulligatawny Julienne
Green Pea Vermicelli Tomato Pea
Scotch Broth Celery

RETAILING AT 10c. PER CAN

Are unsurpassed by any other brand
and are the products of

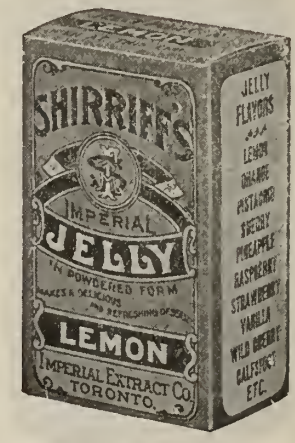
YOUR OWN COUNTRY AND COUNTRYMEN.

W. CLARK, LIMITED, MONTREAL

Quick Turnovers

Quick turnovers mean larger profits at the end of the year. Grocers, therefore, are keen to pick rapid sellers. An especially good line in this respect is

Shirriff's Jelly Powder

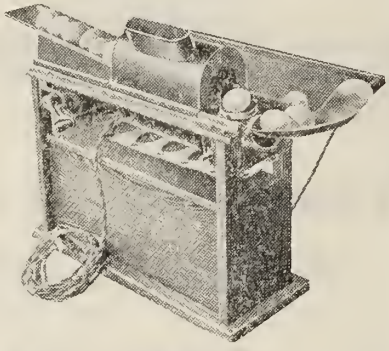


and it will sell even more quickly if you use the advertising display fixtures we supply.

Shirriff's Jelly Powder is of excellent quality, pure and wholesome. There is a good margin of profit in each sale.

Imperial Extract Co., Toronto

Neat Simple Durable Efficient



The Electric Daylight Egg Tester is all of these adjectives in one.

The Electric Daylight Egg Tester will candle 300 dozen eggs an hour perfectly and any reasonably intelligent person can operate it at this speed.

Bad eggs are not a business getter, be sure of yours.

Write to-day for our special discount on all orders received within the next 60 days.

A. E. Jennings Co.

535 Detroit St.

ANN ARBOR, MICHIGAN

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

Do It Yourself

You have admired the sanitary, attractive packages put up in fancy food factories. You may even have said to yourself "Now if I could do that with the goods I have to sell it would make a reputation for my store and bring me better profits on bulk lines which now pay but little."

It was to meet this identical state of mind, Friend Retailer, that the **Riteshape** was created. **Riteshapes** give you a tidy, sanitary package for any food whatsoever and in any quantity whatsoever from one half up to ten pounds.

Riteshapes put you into the package food game for yourself. They are low priced enough so that you can use them on a nickel's worth and good enough to use on the most fancy stuff you carry.

VICTORIA PAPER & TWINE CO., LIMITED
Wholesale Distributor
TORONTO MONTREAL

The Oval Wood Dish Co.

Manufacturer
DELTA, OHIO, U.S.A.

BRUNSWICK BRAND
is a brand of quality

—the quality that has created profitable fish sales for dealers throughout the country.

The public have come to recognize that **Brunswick Brand Sea Foods** are absolutely reliable, hence our sales are constantly increasing. Dealers selling Brunswick Brand are not experimenting with any new idea—they are securing steady repeat sales by featuring these old-established lines.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price, and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

OUR CHIEF SELLERS

¼ Oil Sardines	Herring in Tomato
⅜ Mustard Sardines	Sauce
Finnan Haddies	Clams
Kippered Herring	Scallops

(Oval & Round Tins)

Order a trial supply.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

Spring Cleaning days are here, and with them comes the demand for a reliable, all-round cleaner.

Wonderful Soap has an unbeatable reputation for satisfaction-giving and general utility, and the results it produces have made it the favorite of housewives everywhere.

Let Wonderful Soap dominate your Spring Cleaning display.

Guelph Soap Company
GUELPH, ONTARIO

"Cow Brand" success is never doubted

Housewives have absolute confidence in the baking results when they use **Cow Brand Soda.** For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT
Limited

Manufacturers
MONTREAL

A man of character will win *your* confidence; just as truly will goods of character win your customers'.

GIPSY
Stove Gloss

possesses character.

Saves energy by doing the work in half the time and with half the labour. It is the blackest of all black leads, the most durable, lasting, and labour-saving. Taken separately, these selling points would render "GIPSY" distinctive, together, they have created the character which has made "GIPSY" an overwhelming success.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, O. F. Lightcap, Winnipeg. For British Columbia and Yukon: Creelen & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver.

Y & S STICK LICORICE

48 5c. Packages to Box

The old-fashioned remedy for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

The Logical Coffee Mill for You

When you consider its instant grinding and easy running qualities and the customer satisfaction it creates you will readily see that THE ELGIN NATIONAL COFFEE MILL is just the right mill for your store.

Consider the big advantage in being able to grind your customer's coffee fresh, and in just the grade she likes best. This you can do with the Elgin National.

MAY WE SEND YOU OUR NEW ILLUSTRATED DESCRIPTIVE LIST? Write for Catalog No. 24-C. Ask any good jobber for prices.

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

Our annual Spring Sales Number will be Issued on April 28th. Watch for it. Read it Carefully.

PROGRESSIVE grocers and ambitious clerks realize that their customers look to them for help and guidance in making purchases. That they may give this help intelligently retailers keep posted by reading the information supplied by the manufacturers of groceries through the advertising pages of the Canadian Grocer. By studying carefully these advertisements you can familiarize yourself with the selling points of the goods and use this information in making many additional sales to your customers.

The advertisements in the Spring Sales Number are being prepared with great care and are intended to help you in making more sales. Read them carefully for information about the goods you handle and encourage your clerks to do the same. The result will be greater efficiency in selling. Better salesmanship will increase your trade and your profits. This one number will be worth many dollars to you if you make the best use of it.

Our Spring Sales Number, April 28, will be a valuable issue both for editorial help and for advertising suggestions on sales-making.

Be on the lookout for it. Read it carefully and direct the attention of your clerks to the valuable suggestions it will contain for them as well as for yourself.

April 28. Only four weeks more.

ADVERTISING MANAGER
The Canadian Grocer

No Extra Cost

The demand for and use of lump sugar are greatly increasing.

CRYSTAL DIAMOND LUMP SUGAR

is the prettiest lump sugar made.

It is a convenient shape and, what is most important, every lump is exactly the same size.

Also by a special process our lumps are so produced as to retain all the sparkling brilliancy so effective in special table use, receptions, afternoon teas, etc.

Crystal Diamonds cost no more than ordinary lumps. Sold in bulk or in original handy sized cartons.

Kindly mention this paper when writing to advertisers.

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

Every sip a delight

So convenient, so economical. Made instantly by simply adding boiling water. No delay, no trouble. A most excellent seller.

Your customers will appreciate the superior quality, flavor, strength and aroma of

SYMINGTON'S COFFEE ESSENCE

Regd Trade Mark

THOS. SYMINGTON & CO.
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg — Messrs. Shallcross, Macaulay & Co.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

FURNIVALL'S

Fine Seville Orange Marmalade

measures up to the Furnivall Standard of Quality.

Order Now for Spring Selling.

FURNIVALL-NEW, Limited
Hamilton Canada

AGENTS

Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffin. **Winnipeg, Man.**—W. L. Mackenzie & Co., Ltd. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—Central Brokerage Co.

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing.

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

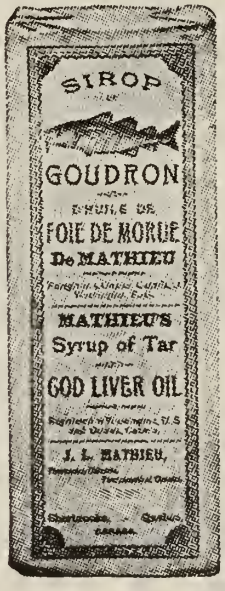
Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

List of Agents:
R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
MARITIME FISH CORPORATION, LTD.,
4 St. Nicholas Bldg., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

This changeable weather means that colds will be prevalent



and actual statistics show a regular epidemic to be raging throughout Canada.

You can do your share at helping to stop the epidemic of colds, La Grippe and Pneumonia by stocking and pushing

Mathieu's Syrup
of Tar and Cod Liver Oil

It is the most effective preventive and remedy for colds in every stage.

Stock up now and keep it on display where your customers will see it. *Recommend Mathieu's Syrup.*

J. L. Mathieu Co., *Proprietors*
SHERBROOKE, QUE.

JAPAN TEA

Japan has demonstrated to the world that she is capable of great things in world politics, economics and industry. One of her greatest industrial accomplishments has been the development of tea growing. The tea business is now one of the greatest industries of that land.

Japan Tea occupies a unique position in the Tea Marts of the world. It is unequalled for delicacy of flavor, exquisite bouquet and stimulating qualities—hence it is preferred by connoisseurs.

The Japanese Government prohibits adulteration and coloring of Tea.

YOUR dealer sells it. Ask HIM. 3

By persistently advertising the good qualities of Japan Tea to the consumer we have created for it an unusually big demand and one that is constantly increasing.

Dealers handling it have come to regard this delicious stimulant as one of their best selling lines—one that retains old customers and attracts new.

You, too, will find Japan Tea an excellent addition to your tea department. Order a supply from your wholesaler to-day. Remember—our consumer advertising helps to move your stock quickly and profitably.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

THE FEDERAL REPORTER, 91-93 Wall Street, New York City

ONTARIO

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners and Drug Specialties
12 FRONT STREET EAST TORONTO

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

If you want some first-class old leaf Tobacco, processed, so that all of that rank smell and taste is taken out of it, put up in five different grades, write

LEWIS WIGLE
LEAMINGTON, ONTARIO

WESTERN PROVINCES

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. COMPANY
ROCHESTER, N.Y.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

To Manufacturers Only

We are open to accept sole agnecy for Great Britain for a canned goods manufacturer. References as to financial position, etc., etc., of the best.

R. PHILLIPS & SON,
92 Great Tower Street,
(corner of Mincing Lane.)
LONDON, E.C.
ENGLAND.

DUSTDOWN

The original sweeping compound, is superior to all others.
To save moving to new premises, present stock will be cleared out at following prices:

Barrels (150 lbs.) at $4.50 Each
Kegs .. (50 lbs.) at 1.75 "
Pails... (25 lbs.) at .95 "
25c tins, in crates of 3 dozen ..... 5.50 Crate

ADDRESS: "DUSTDOWN"
48 BEAVER HALL HILL, MONTREAL

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

6 PERSONS ASKED US LAST WEEK WHERE THEY COULD GET THE HIGHER GRADE TEAS

We had six instances last week where customers asked us where they could get better grades of Red Rose Tea. This is a pretty sure indication that people are wanting and willing to pay for better tea.

Cheap tea is only used because people think it is cheap. Show them that they are mistaken and they will buy better tea—for instance, Red Rose 50c grade will really cost no more, if made right, than the 40c grade, and the flavor is so noticeably better (being more carefully selected from higher elevations) that they will continue to use it and you have another satisfied customer.

It shows good business judgment on your part to sell the very best tea possible at the price. In recommending Red Rose Tea to your customers your reputation for selling good tea is assured.

Red Rose Tea

"is good tea"

T. H. Estabrooks Co., Limited
7 Front St. E. TORONTO

MOLASSES

of highest quality

When you offer your customers Leacock's Molasses, you can confidently depend on profitable repeat sales. The superior quality of

Leacock's

Extra Fancy and Extra Choice

will win the unstinted approval of even the most discriminating. Order LEACOCK'S now for bigger business.

Leacock & Co.

Exporters of highest grade Molasses

BARBADOS, B.W.I.

DO NOT DELAY

EUREKA—THE PEERLESS REFRIGERATOR

any longer placing your order if you wish to have your refrigerator in time, as Spring is now here.

We are busier right now than we have been for years.

Write us for catalogue or ask one of our many representatives to call.

Eureka Refrigerator Co.

LIMITED

Brock Ave. and Noble St. TORONTO

is so well and favorably known to your customers that a counter display is sure to bring you worth-while results.
When you recommend *Keen's Oxford Blue* you recommend the favorite Blue of the housekeeping world.
Suggest *Keen's Oxford Blue* to every housewife. The results it produces will bring your customers back for more.

Canadian Agents

Magor, Son *and* Company, Limited
191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

To The Grocer:

THAT ONE WORD "DAVIS"

Think what it means to you if you are a smoker or dealer—it embodies the industry and experience of over 50 years. It is a guarantee that

DAVIS' CIGARS

are all hand-made of the choicest Havana Tobacco, and possess all that brains and money can give to a Cigar. Davis' have specialized for over half a century, and the DAVIS' BRANDS are masterpieces of manufacturing skill applied to the best materials.

The result is right, because the elements or factors in the Cigars are right.

We would be pleased to submit prices.

S. DAVIS & SONS LIMITED
Cigar Manufacturers
MONTREAL TORONTO WINNIPEG VANCOUVER

CANADIAN GROCER

VOL. XXX TORONTO, MARCH 31, 1916 No. 13

Millions in the Cigar Trade

In Ontario Hotels Alone It is Estimated at Three-Quarters of a Million Annually—Trade Over Bars in Western Canada About the Same—A Great Opportunity for the Grocery Dealer—"The Cigar Trade for the Grocer" — Some Special Attention Required

Second of a Series of Special Articles on Cigars.

FURTHER to what appeared in these columns two weeks ago with regard to the cigar trade, much of which is now passing to the grocer by virtue of the fact that prohibition is gradually becoming more and more extensive in the Dominion of Canada, some facts and estimates as to exactly what this trade is worth are interesting.

First of all consider the exact parts and provinces of Canada which are now dry or which will soon be dry. Saskatchewan is now dry, that is to say no liquor is sold in hotels and a great many hotels have been closed. Alberta is also dry. Nova Scotia is dry with the exception of Halifax, which is allowed until the first of May, that is about five weeks more to get rid of stock in hotels and liquor stores. Prince Edward Island has been dry for years. Manitoba has just adopted the Macdonald Act and after July 1, will be entirely dry. All these provinces adopted prohibition prior to what may be called the big event in the campaign, that was the introduction of the Prohibition Bill in the Ontario Legislature last week. That is probably the most momentous gain made by the prohibition people. Ontario, at any rate by September 1916, will be entirely dry, and it is probable that the Act will be on the Statute books by the end of May. The intervening months between May and December will be left to the hotel keepers to get rid of their stock. At any rate September can be counted upon as the date when, according to governmental admission, the Province of Ontario will be entirely dry.

With this number of provinces already dry it is seen that British Columbia, New Brunswick, and Quebec are the only three remaining which still have hotels running in the ordinary way, that is there are only these three provinces where hotels sell liquor. Agitation has been going on for some time in New Brunswick, also in Quebec and to some extent in British Columbia.

What Does It Mean?

What does all this mean for the grocer, particularly in reference to the subject of this article, that is the cigar trade?

Do you recognize the extensiveness and the magnitude of this cigar trade which has been done formerly in these hotels? Do you know that in Ontario alone it was estimated last week by the liquor interests that hotels in the Province of Ontario did an aggregate trade during the year of **one million dollars in cigars** alone.

On investigating this, one feels inclined to say that it is possibly overestimated. Probably the amount is nearer three-quarters of a million. A trade of one million dollars during the year would mean something like 23,000,000 to 25,000,000 cigars and probably the amount, say men who are in a position to know, is nearer three-quarters of a million than a million dollars.

However, $750,000 is no bagatelle, representing the trade in one province alone, and it is certainly worth going after.

Western Trade is Large

If the trade in cigars in hotels in Ontario is three-quarters of a million dollars, what about the trade which has been done in Saskatchewan, Alberta, Nova Scotia, Prince Edward Island and Manitoba, also in cigars, over bars? It is a question of simple arithmetic, a problem merely of proportion. If Ontario stands for three-quarters of a million dollars, what do the rest of the provinces stand for? It is difficult to estimate this exactly, but one would be safe in saying that the rest of the provinces, Saskatchewan, Alberta, Nova Scotia, Prince Edward Island, and Manitoba aggregate a total sale in cigars through hotels of at least one million and a half dollars per year. That is a conservative estimate. Add that to the three-quarters of a million dollars in Ontario, and you get a total of $2,225,000 trade at least done in cigars over the hotel bars.

This two million and a quarter dollars is going begging.

What are you doing to get after your share of this trade? Although many grocers are alive to the opportunity, it is not apparently generally recognized by the grocery trade that here is a real opportunity. If a man came to you as a grocer—who are presumably not in business for your health but to make money—and told you where, by laying out a little capital, you could increase your trade and corrall a trade that was going begging, wouldn't you jump at the chance? If a man came to you and said that he knew of a town where there was being a considerable sale of a certain product which the public definitely and certainly wanted, and that the salesman of that product had now shut up the shop and that there was an opportunity for someone else to get in and sell that product, wouldn't you seriously consider the chance

It is estimated that more than $2,000,000 worth of cigars used to be sold annually over hotel bars in provinces now dry or going dry.

of getting this business yourself?

This is exactly the state of affairs with regard to the cigar trade to-day. The trade is undoubtedly there. While it is true that hotels do not exist primarily to sell cigars, yet although it is only an on-the-side business it is such a large one that Ontario alone did any where from three-quarters of a million to a million dollars a year in it. This is no mere two-penny-ha'penny trade. It is a big trade, a big busines worth having.

Present Conditions

The way in which many grocers have approached the question of a cigar department in their stores, has been, to use a simile, with a pair of tongs and very gingerly. That is to say, grocers up and down the country, particularly in the smaller towns, have installed a case of cigars and tobaccos and let them sell themselves, not bothering to push them at all but simply putting ther hand in the case and handing out a cigar if anybody should be bold enough to ask for one.

If this method had been followed by grocers in their other departments the grocery trade would not be in such a flourishing condition as it is to-day. Merely waiting to hand goods over the counter when they are asked for never made anybody's fortune yet, whether it was in the grocery trade or anywhere else. Why shouldn't the cigar and tobacco department receive now, with this splendid opportunity and unprecedented impetus, a new lease of life? Why shouldn't the grocery trade throughout the country make up their mind to seize this large business going begging because the former tradesmen—that is the hotel keepers—have gone out of business and recognize that the public need cigars and tobacco and that the grocer just as much as the druggist, or the cigar store is entitled to get his share of the trade? Why shouldn't the grocer hold on to this opportunity with both hands and instead of simply having a little case in his store of tobacco and cigars and handing these over the counter when they are asked for, why shouldn't he get out and hustle after this trade just the same as he gets after the provision trade or his miscellaneous grocery trade or any other special trade in the store?

Act At Once

See to it that you act at once. This article has been dealing with a condition that actually exists and which you can find out actually exists for yourself. The cigar trade which has been done in hotels is going begging. You can at any rate cash in on a certain amount of it and make money on it. Why not set your shoulder to the wheel and make a slogan "The Cigar Trade for the Grocer," and carry this slogan home to yourself continually. Consider the subject from all angles and plan and prepare and devise ways and means of getting after this large and profitable trade. Future articles in this paper will deal with actual selling methods, some of which have been adopted, some of which have not yet been adopted but which could very well be used now that the opportunity is so much larger.

Meanwhile "The Cigar Trade for the Grocer!" Lay hold of that slogan and turn it over in your mind. It will pay as a business resource.

Complaints Re Molasses Shipments

Leader of Opposition Brings Up Matter in the House—Alleges Preference Being Given to Sugar Freights.

IN last week's issue the discussion in the House of Commons on molasses shipping facilities was reported. The matter was later brought up by Sir Wilfrid Laurier, and reported in Hansard as follows:—

Sir Wilfrid Laurier—In the absence of the Minister of Trade and Commerce the other day, I brought to the attention of the Government certain complaints made by Quebec merchants against the subsidized service given by the Royal Mail Steam Packet Company between Canada and the West Indies. The complaint was that the vessels of that line will carry sugar, but not syrups and molasses, as sugar is a more convenient and profitable cargo. Could my hon. friend give me any information upon this subject?

Sir George Foster—With reference to the line plying between Canada and the West Indies, although it has four very excellent and commodious vessels, the trouble at the present time is quite distinct from the situation under pre-war conditions. Both at the West Indies end and at the Canadian end there is a congestion of freight offering for carriage, and, although the vessels are making their voyages regularly, and carrying capacity cargoes, the freight offering is far over and above the capacity of the vessels. That makes complaints rife at both ends. Exporters in the West Indies cannot get their stuff out, and importers cannot get in the produce they have ordered from Canada; and exactly the same condition prevails at the Canadian end. I have been in close touch with the work of this company, and also with the complaints of patrons of the line. I think the company is doing everything it possibly can in the way of distributing it as far as it possibly can so as to aid each class of its patrons and avoid filling up the vessels with the produce of one particular class only. But it is absolutely impossible for that line to carry the sugar and molasses which is lying in the West Indies on order at the present time; it is an absolute impossibility for them to overtake the amount that is required to be carried, and some other method will have to be found; such a method, for instance, as a tramp service, and I see that private parties have arranged for a schooner to bring molasses to the City of St. John. Under pressure from the department, the company is doing all it possibly can to get another vessel for that service; but the fact is that more than 80 per cent. of the commercial tonnage of that large company is now under requisition by the British Admiralty and in service for war purposes, and they find it almost impossible to get a vessel. I think everything is being done that possibly can be done to meet the difficulties of the situation and to serve all classes of their patrons. I have had similar complaints from Quebec and other places myself, and have tried to explain the situation to them.

Sir Wilfrid Laurier.—The complaint which I have is that the company discriminates between the freight offering: it takes sugar in preference to molasses, because it is a more profitable and more convenient cargo.

Sir George Foster—As far as I possibly could, I have brought before the company the necessity of proceeding upon the plan I have just stated, namely, that of distributing the freight as equally as possible among their patrons.

A GOOD WORD FROM A TRAVELER

CANADIAN GROCER,

Dear Sirs:—Please find enclosed money order covering my subscription for CANADIAN GROCER for 1916. I have been traveling East for Eby-Blain, Ltd., for the last five years and now have enlisted with the local unit from here—the 182nd battalion. I shall put on the Government clothes the first of April or just as soon as I can get away. I will always look forward every Friday for the GROCER, as it often contains something of value and information to the traveling salesman. Wishing the GROCER every success,

FRED JONES,

Whitby, Ont.

Sugar at Highest Peak Since '98

An Eighteen-Year Comparison of Values Produces Some Interesting Figures—War the Chief Cause of Present Prices, as German and Austrian Beet Sugar is Practically Cut Off From Rest of World—Ups and Downs in Raws.

THE year 1898, by the inauguration of the present method of sugar distribution by wholesale grocers in preference to the old order of things, made price lists and comparisons possible. Thus the beginning of this eighteen year period marks the natural line of demarcation between the old order and the new.

In 1898 consumption in the United States was about two million tons of refined sugar; in 1915 it was 3,800,000 tons; in 1898 the Canadian consumption totalled 119,000 tons; 1914, 330,000. showing even a greater gain than the United States, during a smaller period of time. The year 1914 showed a 100 per cent. increase over 1904. Previous to the war, consumption in Canada was increasing about 10 per cent. per annum, but it has been so checked since, that we may presume it to be less than for the period immediately antedating the war.

The war accounts for all of the recent spectacular price changes in this commodity. It is the consensus of opinion that if we had had no war, we should have had low sugar; having war, we have high sugar. This does not mean that if the war should end suddenly low sugar will follow as a matter of course. Re-adjustment is necessary, a period of recuperation to make the necessary preperation for a new order of things. Even if the war stopped now, we would not to-day be in the same position we would have occupied had there been no war. For consumption has used up all of the existing stocks of sugar during the period of the war and we are now depending upon sugar that is now in process of production or that is yet to be produced. A great many countries, especially Great Britain, previous to the war depended chiefly upon the best sugar of Europe for their supplies. That source has been now cut off for them. They have been forced to look to the cane countries for supplies of refined and in addition to that they are restricted almost entirely to the Western hemisphere for these supplies as the cane sugar that is produced in the old world is largely consumed there and under the present conditions of high freight and scarcity of tonnage, the shipping costs are too nearly prohibitive to allow its being carried to Great Britain.

A Comparison of Prices

Another feature that makes for strength in the market is the unparalleled prosperity of the United States. Consumption continues to increase there. If outside countries continue to draw on this part of the world for their supplies, it is a question if there will be enough sugar to go around before the next crop is available.

A glance at the wide range of sugar values in this eighteen year period will show an interesting price comparison. In 1898 the list price for granulated sugar, in Montreal was $4.84, in 1902 about $3.75, in 1905 when there was a crop shortage to intensify the situation the price rose to $5.50. In 1906 it had dropped to $4. again; in 1910 another shortage occurred and the price went to $5 and by the end of 1911, at which time a failure in the best crop of Europe was evident it had reached $5.85. By the end of 1912 it had dropped back to $4.75 and in 1913 down to $4.50 until in the early part of 1914 previous to the war the low level of $4.10 was reached.

The effect of the war was such that by the end of 1914, sugar was selling for $7 for graulated in 100 lb. bags. Until the time of the recent raises, the November 1914 price of $7 was the highest of the war market. The average price of sugar for 1915 was $6.15. To-day it is selling for $7.45 to the retail trade in Montreal and $7.51 in Toronto.

A comparison of raw sugar prices illustrates the effect of war on that commodity. In November 1912, raw sugar was selling at $3.92, and by the middle of January, $3.48. In March it had recovered again to $3.58 and then back in June to $3.33, recovered in September to $3.76 and then went back to $3.48 latter part of October and in latter part of November of that year advanced to $3.67. It will be noticed that the widest range of fluctuation in this period of the year before the war was included in a 60c range—in startling comparison to the wider ranges that were to occur in the following year after war had been declared.

Raw Sugar Since 1913

The year for raw Cuban sugar which is the basis of the industry in the American market, commenced in December at a selling price of $3.61 which in January 1914 had fallen to $3.20. By the end of January a recovery was made to $3.48 but a decline occurred so that it fell to $2.92 by April 1st. A recovery was made from April to June, during the so-called "consumers' months" so that the level of $3.45 was reached in latter month, only to fall back again by the end of July to $3.46.

The war came the first week in August and the first effect of the war on the market was such that by the third week in August the price was $6.52. Everyone seemed to think there would be no more sugar. But in the meantime Cuba was still doing business at the old stand, growing sugar and by November it was realized that the production of 1914 was in excess of consumption and that by the time the growing cane of that year was ready to be ground, there would be a large stock of sugar to be carried into the next year. Result, by the first week in November the price was back to $3.45 again. Up to this time, August represented the peak of the fluctuation. Changes were irregular from August until the second week in Sept. after which time until first week in November the progress of it was continually downward until this level of $3.45 was reached. By the end of November it was back again to $4.01 and then the season of 1915 was under way. December saw raw sugar up to $3.95; recovery followed so that in January it was up to $4.01 again. Then followed a sudden rising market which culminated on the fourth week in March 1915, with Cuban raws at $4.95, from which point it ranged down to $4.70 until the third week of August when owing to accumulation of Cubas and the small demand for refinued, there came the sudden weakness which dropped the price down the first of October to $3.75. This was

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

French.—Hudson Bay Co., 56 McGill Street, Montreal; Captain Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Ministere de la Guerre, Bordeaux, France; M. De la Chaume, 28 Broadway, Westminster, London.

Russian.—Col. N. Golejewski, Military Attache, Room 904, Flatiron Building, New York City, N.Y.

followed by a very rapid recovery to $5.14 by the last week of November last year.

The market weakened considerably then because of the prospective grinding of the new crop and the expectation of a record yield. Under the influence of these factors, sugar dropped to 3⅝, made a recovery later and since then has continually advanced up to time of writing.

This advance owed its initial impulse primarily to the numerous inquiries that developed as result of a large demand from Great Britain, France and some of neutral European countries which previously had been getting their sugar from Germany and Austria. It was realized that record crop expected in Cuba would not be sufficient to supply this abnormal demand, as well as caring for the needs of this part of the world. Before this situation developed the refiners had been accustomed to buy only as needed, but now demand for futures accrued and sales for them as far ahead as May have developed at very high prices, an entirely new development in the market. Between refiners and operators the price of raw sugar has gone up to $5 and although there has been a later drop, the fluctuation for sometime past has never carried it below 4¾c.

These high prices have been greatly stimulated by a lack of tonnage which is so scarce that American refiners cannot accumulate a surplus ahead and supplies are barely coming in sufficient quantities to meet the ordinary need for domestic and foreign sales already made. The freight rate which in a normal time was from 9 to 10c a 100 lbs. from Cuba to New York is now from 50 to 55c which means a difference of ½c a pound in the market price. Great disparity exists between the American and Canadian prices for the same product. On the N.Y. market to-day the American refiners sell their sugar at $6.90 less 2 per cent. which nets him $6.76. The Canadian refiner's price is $7.30 and he gives 25c rebate to the wholesaler who sells at an arbitrary rate. The rebate to the wholesale grocer and the freight absorption which is made by the refiner amounts to 35c off the price he quotes; our duty is 36½c higher than the United States; we pay 37c against the American rate of 1c for 100 lbs. In addition to this there is the extra cost of manufacturing which is stated by a refiner to be about 20c more in Canada than in the large American refineries, where they have vastly larger production and decreased overhead charges. Based on to-day's figures and above calculations, Canadian refined sugar, to be on equal basis with American refiners' prices should be $6.76 plus 35c plus 36½c, plus 20c making a total of 7.67½ as against the one of $7.40 which prevails in Montreal. That such difference of price exists is a further bull argument for this market.

The difference in duties enforced over a period of years must always be borne in mind as any comparison of quoted figures would be totally inadequate otherwise. As things stand to-day sugar is in a very strong position. On the other hand everything is abnormal, anything is possible and predictions of any kind the last thing warranted by the situation in evidence.

Leslie Grisdale.—On St. Patrick's Day an interesting episode took place in lower Wingham, When Major Sinclair and his company arrived there. Upon reaching Leslie Grisdale's grocery store, the major and his men marched into the store, bought all his raisins, most of his fruit and tobacco. Then the major took a vote on the spot whether Mr. Grisdale should sign up at once or not. Every hand was for "yea." Mr. Grisdale, smilingly on the spot, signed up. The 161st has secured a model young man, and a six-footer.

J. S Keltie, member of James Ramsey's Limited, Edmonton, who for the last three years has been employed in the provisions department, has enlisted with the 194th Battalion. The employees of the meat and grocery department presented him with an illuminated wrist watch.

M. Bolton.—The trade has reason to be proud of the work of a good many of the boys who have gone to the front. Among these is one, Pte. M. Bolton, who was recently killed in action. Pte. Bolton was for three years on the staff of the T. H. Estabrooks Company, at their Toronto office, and rose to be cashier. He joined the staff in September, 1912, and was there till he died, his position being kept open for him.

Bolton died as he led a bomb party. He was a member of the crack 35th Battalion draft. In several letters Bolton spoke of night bombing operations and raiding of German trenches. One of these describes the dangerous work, in pursuit of which he was, at last, killed. It says, in part:—"Last night I was with a party that bombed their front line and listening posts. Our work was successful but dangerous. We were lucky to get back, because we were sniped at several times."

OTTAWA R. G. A. NOMINATIONS

Ottawa, March 28.—Nominations of proposed new officers of the Retail Grocers' Association here, were made at the last meeting. Alex. Phillips who has occupied the president's chair for two years has retired. The nominations were:

For president, T. W. Collins and T. Bowman; first vice-president, T. Bowman, R. H. Beck, F. Burgess, A. S. Moreland; second vice-president, R. H. Beck, F. Burgess, R. C. Cummings, A. G. Johnson, M. J. Ade; treasurer, D. Bell; secretary, N. Hurteau; auditors, A. Johnson, A. E. Kelly, R. H. Beck: D. Cowan, A. Duncan, executive, A. Eastman, A. S. Moreland, F. Burgess C. Cummings, S. Ramsay, S. Halpenny; board of trustees, A. Phillips, A. S. Moreland, J. McKeen, A. G. Johnson and T. Bowman.

Among the matters of importance discussed was the statement made by certain of the members that the general public was being misled, through the medium of misleading advertisements which certain stores were using in connection with the sale of a certain baking powder.

It was pointed out by some of the members that one store in particular was advertising the baking powder, in 12-oz. tins, for sale at "regular price 25 cents, two for 35 cents." As a matter of fact the grocers claim the regular price of the 12-oz. tins is 20 cents, and the storekeeper by means of the advertisement was leading the public to believe that they were getting the 16-oz. tin, which is sold at 25 cents. Some of the members expressed the opinion that persons using this advertisement were liable to prosecution for attempting to obtain money under false pretences.

A discussion took place on proposed amendments to the constitution of the association, and it was decided to elect a board of trustees composed of three members, who would ascertain sources for profitable investment of the funds of the association, which would be approved by a twothirds vote of the members present at the meeting.

A politician who was seeking the votes of a certain community in Ohio to the end that he might be sent to Congress thought it worth while to make mention of his humble origin and early struggles.

"I got my start in life by serving in a grocery at $3 a week, and yet I managed to save," he announced.

Whereupon a voice from the audience queried:

"Was that before the invention of cash registers?"—New York Times.

An Easter window trim containing some valuable suggestions. This includes hams and bacon, eggs, lard, butter, etc.

Easter Trim of Appetizing Foods

Only Three Weeks Until This Big Festive Occasion—Now the Time to Make Plans—A Suggestion That Will Help—Note Canadian Grocer's Contest

EASTER is only three weeks distant. Good Friday falls on April 21 and Easter Sunday April 23. Now is the time, therefore, when the retailer should be planning for his Easter display.

The accompanying suggestion may be of assistance. This shows a trim composed chiefly of ham and other meats, as well as eggs, lard, sausage, butter, etc. A glance at this demonstrates that it was of a very appetizing character and one that would surely bring in a good deal of business that otherwise would not have been secured.

That is exactly what the window is for. It is an advertising medium and, in the estimation of a great many grocers, is the best advertising assistant about the store, apart from the honest dealing and courteous attention. As Easter is a time when appetites change, it should be the time when the grocer should give attention to seasonable foods. This display contains a good deal of that sort and should form the basis of a window the week prior to Easter.

At the same time grocers and clerks should remember the Eastern Window Display Contest being put on by CANADIAN GROCER. Particulars of this appeared in last week's issue and again appear this week. Let the Easter Window this year be the best yet.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, *President.*
H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engieering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal — Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 105 West Monroe St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733 Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 129600. Cable Address: Atabek. London England.

Subscription: Canada, $2.00; United States, $3.00.
Great Britain, the Colonies and Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

Canadian Grocer is an applicant for membership in the Audit Bureau of Circulation.

Vol. XXX. **TORONTO, MARCH 31, 1916** **No. 13**

CIGAR TRADE LOOMS UP LARGE

THE issue of March 17 featured an article dealing with the possibilities in cigars from the standpoint of the grocer and general merchant. These possibilities appear to be even greater than was at first expected. As will be seen from the initial article in this week's issue. the trade in cigars in Ontario alone, over hotel bars amounts, it is estimated, to the huge sum of a million dollars annually. With the closing of the bars this trade must be transferred elsewhere. It will be taken up by exclusive cigar stores, by grocers, and by general dealers in the smaller centres affected by the prohibition movement.

If there has been a trade of three-quarters of a million dollars in cigars over hotel bars in Ontario in a year, what will be the extent of the trade in Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia and Prince Edward Island combined, apart from what used to be done in local option districts? There is certainly business here for every grocer featuring cigars in the prohibition provinces.

The fact, too, that the bars will be closed means that a great many farmers are going to spend more time in the grocery general store. An attractive display of cigars in a silent salesman or showcase is bound to get business. The trade should study this question very fully from every standpoint, as it means extra business from a line that is clean and easily handled. Suggestions from merchants who have made a success of their cigar department will be very much appreciated.

NO MORE IMPORTED RENNET

THE supply of dried calves' stomachs from which the extract of rennet used in the manufacture of cheese is procured, has for years been secured largely from central European countries, with whom the Empire is now at war. There seems to be more than a probability that Canadian cheese makers will have to resort to the old-time practice of preparing rennet from the stomachs of calves slaughtered in their own locality.

To meet the situation the Dairy Division at Ottawa has issued a circular giving instructions for saving the calves stomachs and for the preparation of the rennet extract by the cheesemaker. The cost of rennet prepared in the manner instructed will be about one-half the present cost of rennet extract.

ENTER EASTER WINDOW CONTEST

IN last week's issue an announcement was made of CANADIAN GROCER's Easter Window Display Contest. This contest is open to grocers and clerks in all parts of Canada and it is to be hoped a large number will join in it. Easter season is a time when appetites change. It not only ushers in the new Spring bonnets, but opens the way for new trade in many foodstuff lines.

During the Lenten season a great many people have abstained from eating meat, confectionery, etc., and when Lent closes they are naturally big consumers of goods of which they had originally deprived themselves during the period of fast.

This opens up a special avenue of trade for the aggressive dealer. The merchant who goes after trade in bacon, ham, cooked meats of all kinds, sausage, etc., who offers the suggestion to consumers that these goods are now in order, and who makes proper display of them is bound to secure a great deal of business. No doubt, every grocer will have some kind of an Easter display. CANADIAN GROCER'S contest makes the display problem of greater interest. We

want every clerk and grocer who puts in an effective window to have photograph taken and enter it in our competition. Such a contest is going to benefit every reader of the paper. It is going to make better display men, better windows and therefore, tend to elevate the grocery business as a whole.

Full particulars of this contest again appear in this week's issue and all interested should read the conditions again. All that is necessary is to have good photograph taken, about 8" by 10" in dimension, describe the window carefully, tell something about its selling quality and send it into the contest editor. The contest closes May 1st.

Twenty dollars in prizes are given.

WHY MILK PRODUCTS ARE HIGH

NO wonder condensed milk, cheese, butter, etc., are high in price!

A report from Aylmer, Ont., giving particulars of a sale of cattle shows that one cow went for $190. The herd comprised 11 grade cows, 10 of them freshened last fall. One, a springer, sold for $190. Those of last fall freshening ranged from $72 to $150. The entire herd averaged $110.60. Heifers from 11 to 16 months old grades brought $40 to $71.

Oats, "Irish white," of splendid quality for seed brought 73 cents per bushel for about 500 bushels. Hens were as high as $1.90 each, the lowest price $1.15. Seed corn, of which the seller had some 150 bushels, brought $1.90. Brood sows to farrow, brought as high as $65.

The sale will total $4,000 or over when hay, grain, etc., is weighed out.

Incidentally this goes to prove once again that the farmer of to-day is having his innings, that there is plenty of money in the agricultural districts and that business with the farmers should be better than ever.

WASTEFUL RECRUITING

WITH 280,000 men from Canada already enlisted, the problem of bringing the forces of the Dominion up to the half-million mark presents serious difficulties for the industrial life of the country. There is no question but what the men can be had. With a systematic campaign such as is now being carried on the men can be recruited. The appeal to the young men of the country is just as strong as it ever was. With the coming of spring and summer large numbers will undoubtedly fall in.

But it is a question whether the present methods can be followed in the raising of the additional 220,000 men without seriously interfering with the industrial progress of Canada. It has been stated that it is the most competent men in all branches of industry who have enlisted in the past. Men with competent brains see the urgency of the present call. The dilatory man puts it off. The man keenly alive to the situation consequently hearkens to the call. Many there are who feel that they would like to go but because of conflicting interests find they cannot. Very often, under the present voluntary method of recruiting, they do don the uniform in spite of the sacrifices.

It is not a time when it should be said that the fight belongs to one particular class of men rather than to another. All are equally concerned in the issue. We want to win. We will win—even though it is necessary to strip the men from every productive industry in the country.

But it would not be necessary to cripple our industries if we went about the job in a methodical and businesslike manner. Under the present system when the recruiting sergeant is turned loose he does not stop to consider whether the man would be more valuable where he is. He will clean out the entire force of an industrial plant and close its doors if need be. "It's men we want. Give us men," the sergeant asserts.

Some plants have been closed. Others are working in a very feeble sort of way. In certain instances, proprietors have had to face the possibility of disposing of their plants or closing them up. The same condition no doubt prevails in many industries.

It is not because there is a dearth of men in the country that these shortages have occurred. It is because men have been left free to make the choice. The highly skilled have joined the colors in large numbers. There are many callings which do not require years of work to become proficient in. These could be filled by women and girls and older men.

The question arises: Who shall go and who shall remain? And who shall name the classes to go? The first step should be the taking of a census with all data as to trades and callings, marital relations, ages, where employed. It should then be possible for a competent tribunal to select the classes that should first be requested to perform service for the State. This tribunal should be comprised in part at least of business men who are familiar with the needs of particular industries.

No odium or stigma should attach to men so called or to those left at home. Thrice honored are they who put themselves completely to the service of the State. "Sweet and beautiful it is to serve one's fellowmen." By the fortune of chance, it may be, certain classes can be spared first.

By proper organization, either through Dominion, Provincial or voluntary aggregations of citizens, a complete census could be taken in every city, hamlet and countryside in the Dominion. To conserve our national resources in skilled men a census is a very necessary step. The next step should be a decision by a proper tribunal as to which classes could be spared first.

Why Saskatchewan Opposes M. O. Tax

Would Not Remove the Difficulty, the R.M.A. Executive Claims—Catalogue Houses Would Then be on Same Footing as Retailers and Would Take Advantage of This Fact in Their Advertising, Declares Secretary.

By F. E. Raymond, Secretary Saskatchewan Branch, R. M. A.

RETAIL merchants for years have been agitating and advocating that mail order houses be taxed, either on the business done or a small tax placed on each catalogue, with the object of having them help to support the community from whence they draw a considerable portion of their business.

The Dominion Board of this Association at Toronto have on one or two occasions been asked to institute legislation with this object in view, but on considering the question from all sides they have always felt that such taxation would not meet the case.

Recently, however, the Manitoba Board of the Retail Merchants' Association announced their intention of calling upon the Manitoba Provincial Government to cause legislation to be enacted re this, and in consideration of the many requests received at the office of the Saskatchewan Association our provincial executive held a meeting at Regina to discuss whether Saskatchewan should apply for the same legislation.

Every retail merchant is familiar with arguments as to why this should be done, but very few of them have heard the opposite side of the case, or considered whether the proposed taxation would provide a remedy.

The Saskatchewan provincial office have given this question very serious consideration, and have the views of authorities on the subject, not only in this country, but in the United States as well, and as a consequence came to the conclusion that taxation would not meet the case.

This decision being published in the newspapers, caused much adverse criticism to be directed against our provincial executive. Some merchants apparently are laboring under the impression that the discussion held was final and settled the question. That, however, was not the impression that was intended to be conveyed. The discussion was quite an informal one, and in any case such a weighty matter would have to be dealt with at the annual convention, it depending entirely upon the resolution passed there whether such taxation be asked for in Saskatchewan.

While admitting that it is only right and fair that a mail order house help to support the community wherein it does a large portion of its business, at the same time, while we are seeking a remedy, we might as well get the right one, and in our opinion taxation would not apply.

F. E. RAYMOND,
Secretary of the Saskatchewan Branch R.M.A., who gives views of the Executive on taxing mail order houses

Local Merchant Must Exist

The local retailer is a necessity to any community. He pays his taxes, and contributes to the various causes of the neighborhood, either in material subscription or in personal interest. His stake in any district is identical with that of the producer, or any other mail order buyer, and he is quite as susceptible to the conditions of his particular district as any one else; and the values he gives do not vary a great deal from those of the large mail order firms when incidental expenses and delays are taken into consideration, so that the catalogue buyer is really no further ahead in actual saving, to say nothing of the direct loss to the community through his money being sent to the distant points.

One of the principal features a mail order house has to contend with is overcoming the natural prejudice of any person to buying goods without first seeing them, and to forwarding his money on trust. The only way these prejudices are overcome is by extensive advertising and offering catchy leaders; but even then there are hundreds of persons who have a conscientious objection to sending their money away from home for goods that can be obtained from the local retailer, on the grounds that the retailer as a convenience, and as a market for produce, and as one who extends accommodation in time of need, is entitled to a consumer's cash, as well as his credit business.

What Catalogue Houses Would Do

If a mail order house were taxed a nominal sum it would place them well on the way towards overcoming this prejudice, as they could attractively advertise that they were paying taxes for the privilege of doing business with the person reading the catalogue. In this respect alone the increased advertising power would far more than offset the comparatively small amount paid in taxes.

The taxes in any case would be added to the cost of doing business, so that it would make no appreciable difference in the price of the catalogue house goods, and those of the local merchant. To make a noticeable difference a larger tax would have to be imposed, and in our opinion this could not be done as it would be class legislation.

Another big point to contend with is the opposition of the farmers. The farmer through his association is now a power to be reckoned with, and he is bitterly opposed to the taxing of the mail order houses. These two points alone are sufficient to show that the proposed taxation would not provide the desired remedy, as a country merchant depends wholly on his farm trade for support. If he antagonizes his trade it is only driving it into the enemy's camp.

It is to be regretted that a number of merchants who adversely criticized our executive should do so until they had given the subject thorough consideration and had looked at it from all sides. The association is not passing up anything that would enable them to better meet the mail order competition.

Various plans will be discussed at the forthcoming convention, any one of which we are convinced will provide a much better remedy than would taxation, even if this could be enacted.

Far better would it be if country merchants would to a certain extent adopt the methods of the catalogue houses and cater better to their customers. For one thing, advertise more, bring their business as far as possible down to a strictly cash basis, and if they do give credit

(Continued on page 26.)

Planning the Easter Campaign

John Brighton, Successful Grocer, Starts Preparations Early—Getting After Trade in Cooked Meats—Brighton and the Clerks in Conference—Provision Counter Moved to Front for Easter Week.

Fifth of the series by A. H. Harvey

JOHN Brighton, grocer of whom you have heard again and again by reason of his successful campaigns in marmalade oranges and afternoon tea dainties and so on, came down to his store one morning beaming all over his face. He sent the messenger boy—briefly and familiarly known as 'The Kid'—round to tell all the clerks that at 5 o'clock, that being in Brighton's estimation the most easy hour, there was going to be a conference of Brighton and his staff. The Kid soon delivered the message to all of us and we wondered what was in the wind. (By the way I should have stated that since my last article I have joined the Brighton staff myself.)

Tweedie, Chief Clerk, opined to me that "The boss has got some scheme on hand for promoting some campaign or other; I guess that is what he wants to talk to us about."

"Well he sure got away with the last thing he tried," I replied. "That was the maple syrup and pancake business. I guess, from the look of him that he has got some other idea now under way for a special campaign. However," and I returned to my work "we shall hear all about it at 5 o'clock".

Systematic and orderly

There was a little air of excitement in the store all day amongst the three or four of us because we had got used to the idea of John Brighton being a man who did things. We knew him to be a merchant who was systematic, who did not believe in leaving very much to chance, who methodically and in an orderly manner went right out after what he wanted, instead of trying pot-luck and believing, like Micawber, that 'something would undoubtedly turn up.'

At 5 o'clock then that day, we all gathered at one end of the store and left the Kid to attend to any customers who might come in. It was the off hour and we were reasonably certain of not having very many callers just then, so the Kid was told to pay as much attention as he could to what was being said but to keep a weather eye on the door.

Said Mr. Brighton "It is just about one month from Easter. I was turning over in my mind last night ways and means for making this into the best Easter we have ever had, we have usually done very well at this time of the year but in this year of grace 1916, I want to lick all former efforts in turnover. I knew the first thing to do was to get the co-operation of you fellows and this is why I have called you here to-day. Now what does Easter signify to you?"

Apparently Brighton was addressing everybody. Before anybody else could get a word in, the Kid interpolated a remark that Easter to him was the end of the time when he couldn't eat meat.

Brighton turned on him quickly "That's exactly it", he said, "and it's the same way with a lot of other people. During Lent they haven't been, from religious beliefs or some other motive, eating anything in the meat way at all, or at least fasting many days. This of course has been very good for our fish department as anybody can tell by looking up the detailed records of sales during the present week and for three or four weeks to come. But people cannot go on eating fish for ever, and just as the boy here says Easter to him represents a time when you begin to eat meat again, so it does to a great many other people as well."

"Well now how are we going to cash in on this?" Brighton paused and looked around on the bunch expecting them to answer his question.

Look to Meat Stock

Tweedie said that in his estimation the first thing was to find out when the time came what stock of cooked meats, bacon, sausage, etc., we had and to replenish them in expectation of a good trade.

"For you see" he said "if you expect a good trade and plan for good trade probably you'll get it."

"That's sound sense" said Brighton. "Well, Tweedie, you can look after that end

Prepare for Easter with Ham, Bacon and Cooked Meats

The Easter Season is one of the prominent festive seasons of the year. It is usually a time of home-coming and of family reunions. In making preparations don't overlook Ham and Bacon as well as Cooked Meats, Sausage, and the Eggs. Blank Brand Hams and Bacon possess a fine flavor, are delicious, tasty and tempting. To smell them cooking in the frying pan makes one's mouth water. Note these special suggestions:

Extra Fancy Hams—If you want a real quality ham for Easter you will ask us for "————" (Name of brand). They are fine, mild, sweet, sugar-cured hams, properly trimmed, and each ham perfect. Per pound. ..c.

Breakfast Bacon—This is the Blank Brand, cured by a mild process which produces that delicate and appetizing flavor so pleasing to every lover of bacon. Per lb., ..c in the piece, and ..c per lb. nicely and evenly sliced.

Sliced Boiled Ham — If you haven't the time to select, boil and trim a ham let us suggest our delicious boiled ham. You may have it daintily sliced ready for the table at ..c per lb.

Sliced Cold Meats—Our selection will appeal to you. We have for sandwiches or luncheon quite a variety, including, besides cooked ham, roast pork, roast beef, cooked specialty, sliced tongue, dried beef, pickled hock, etc.

Sausage for Breakfast—Blank Brand sausage are delicious—not strong or greasy, but properly spiced and with a delicate, appetizing flavor that will please the most critical. Per lb., ..c.

New Laid Eggs—It wouldn't be Easter if there were no Eggs. We receive shipments of absolutely new-laid eggs every day, and are in a position to serve you with the very best. There is no chance of you getting from us an egg that isn't fresh. Per doz., ..c.

James Brown & Co.

87 Main St. **Phone 111**

The above advertisement is tendered as a suggestion to our readers. All that is necessary is to insert the brands desired and the prices.

of it, when we are ready to actually start, see how your stocks of cooked meat, etc. are, look up how much you ordered last year at this time, figure what you think is the right percentage in the way of increase, and we will place our orders sufficiently early. We must remember that we sold some cooked meats through Lent, but not much and as they are more or less perishable we don't want to order a large stock before we are absolutely ready. Now.'' Brighton went on, ''what else?''

''I suggest,'' said I, ''that one of us look after some good display cards indicating that Easter is here and Lent is done with. To do this we might use the symbols of Easter eggs and the rabbit, though why a rabbit should be symbolic of Easter I don't know'' I broke off.

''Yes, we have got to have some good display cards'' said Brighton in return. ''And you can look after those Harvey. I believe in telling the public exactly what you want the public to hear. Have a couple of cards made fairly large for the window of which you can say something like this: 'Lent is over; Easter is here' or on another one say, 'Exit Fasting Enter Cooked Meats' or, on another one, say, 'Doesn't meat look good to you, when you haven't had any for 5 or 6 weeks?'' By all means use the rabbit and the egg as an illustration. I believe in setting off display cards by drawings or figures wherever possible. I think it attracts the eye of the customer. I can leave that to you Harvey?''

''Yes''.

Good Ads. For The Dainties

''Well then'', went on Brighton, ''we must get some good ads. written for the daily papers. I will look after that myself. I intend to see that we run pretty heavily on this cooked meats and bacon. Of course we cannot insert these ads. yet because it isn't time but I intend taking time by the forelock and preparing just as much as one can. I propose to, as I said, run heavily on the cooked meat idea in these ads. day after day in the daily papers but I shan't harp on the same string, in the same particular way every time. While keeping cooked meats for a subject for a series of ads. I will change the wording and the appeal around from day to day.

''Anybody think of anything else?''

The question again came from Brighton. You see he is a man who believes in taking his clerks into his confidence and giving them credit for a certain amount of common sense. Tweedie spoke up.

''Well if I were you,'' he said, ''I would move the provision department at Easter time right up to the front of the store. It can be done without very much trouble. Simply substitute provisions for general and miscellaneous stuff for the week preceding Easter and the two or three days after. It will not be much trouble and will certainly attract the eye of the customer when he or she comes in. If you want to get good business in cooked meats you should not have a customer walk right down to the end of the store to see them as they are at present. It's a long way to Tipperary and the customer is liable not to bother with the long tramp. But move the provision department at this time right down to the front and catch the eye of the customers as they come in. This will give you the opportunity to talk about it with it right there in view. A nice case of cooked meats displayed, fresh and dainty, should promote good business in cooked meats.''

This was a long speech from Tweedie who is rather silent and non-talkative. However there was a good deal of horse-sense in what he said, as Brighton himself pointed out, and that was decided upon.

Decision in Ample Time

''Now, in conclusion,'' said Mr. Brighton, ''you will notice we have taken this matter up at a full conference before it is actually Easter, or at least three weeks before we shall put into execution the ideas we have decided upon. But from now on I am going to have a series of conferences every now and then about what we can do to boost the Easter which have been somewhat neglected during the days of Lenten strictness. I have got the subject of the cooked meat sales under way pretty soon and now that we know where we are at, you boys can go along quietly with the preparations which have been assigned to you and then about one week before Easter we shall have the goods in and we will make the alteration in the way of moving the counter down to the door and arrange for the ads. and display cards and so on as we have talked of this afternoon''.

With that the gathering broke up.

''Brighton certainly does know how to prepare ahead,'' said Tweedie to me .

''He knows more about preparedness than President Wilson''. I said as I wished him '' Goodnight''.

COLOR, ANYHOW

The grocer had just put a new boy to work, and among other instructions was this:

''If you do not happen to have what a customer asks for, suggest something else as nearly like it as possible.''

Soon a woman came into the store and asked the boy: ''Have you any fresh green stuff to-day?''

''No ma'am,'' answered the boy, ''but we have some nice bluing.''

WHY SASKATCHEWAN OPPOSES M. O. TAX

(Continued from page 24.)

see that their accounts are secured, and follow up their collections better.

At the present time the biggest advantage the catalogue house has over the country retailer is in it's buying facilities. It follows then that if a retailer is to compete we must improve our present system of buying. This can, and will have to be done, if the retail merchant is to hold his place in the community.

Advocates Closer Relations With Farmers

For some considerable time the Saskatchewan Association has been advocating the Community Building plan; that is, for the farmers and the merchants of any district to combine better for their mutual interests. When all is said and done the interests of a farmer are just as great in his district as those of the retail merchant, and we are convinced that if merchants and the farmers got together on this and organized clubs where this question and similar ones could be thoroughly discussed it would go a long way towards doing away with catalogue buying. It can hardly be done, however, until the merchants abandon their petty jealousies and work together more for their particular town.

Hundreds of merchants both in this country and the States are meeting and beating mail order competition, and do not want taxation at all, realizing as we do that the comparatively small sum gained from such taxation would be more than offset by the additional advertising features the M.O.H. would gain.

The community building idea is growing very rapidly in the States, particularly in the Middle West, and there are very few small towns that now do not have their farmers' and merchants' clubs. These towns are meeting the competition and the same thing can be done in the West here, if we learn from the experience of our fellow retailers over the border.

It has been shown that the meeting held by our executive in Regina was an informal one, and that the proposed taxation was discussed merely to learn of the arguments for and against it. Every merchant is interested in this big question and should make it his special business to be present at the convention that will be held in Regina May 9, 10, 11, next, and let us have his views upon this subject.

If it is shown there that taxation would provide a remedy for catalogue competition then the association will use every effort to have such taxation brought into being.

Spring Sales Number April 28

Editorial Department Have Already Got in Touch With Many Merchants and Others Are Being Visited for Their Methods and Ideas—Synopsis of a Few of the Articles Now in Type.

READERS of Canadian Grocer will be interested to know that our **Annual Spring Sales Number** will be issued this year on April 28th. This brings it out at a time when the retail trade is preparing for Summer business, so that the suggestions offered, both in the editorial and advertising pages, will be received at an appropriate time.

Already the editorial department has prepared a large number of special articles for this big issue, and these are of a most practical character. In fact, the editors make it a point to include in the **Spring Sales Number** each year only articles based on actual methods and ideas of representative grocers and general merchants in the various provinces.

The issue will include the usual handsome window displays, a number of attractive and well-planned store interiors, articles on actual selling methods that have produced results; business management articles showing how various retailers look after their accounts; credit applicants, drafts, invoices, etc., so that they will experience the minimum of trouble.

One article for instance, will deal with how a certain dealer gets the summer-home trade of customers who have left their city homes for summer cottage. This article will be appropriately illustrated, showing the particular method of one dealer.

"Watches Hotel Registers for Customers."—In New Ontario, where new citizens are gradually coming in, it is up to the merchant to devise some method by which to interest as many as possible of these in his own particular store. The ideas and methods of one merchant who operates a big store in a New Ontario town will be presented.

"A $110,000 Montreal Store."—This article describes a new store in Montreal which cost in the neighborhood of $110,000 to erect. The article will be illustrated with exterior and interior views, and the various departments described fully. Methods the merchant and his staff exercise to obtain new business will also be gone into extensively.

"From Gasoline Tank to Soda Fountain."—Here we have an article dealing with a grocer in an Ontario town through which pass many automobiles. How this grocer first attracted the attention of automobile owners and drivers is described; and later how he got considerable trade from the occupants of the automobiles, makes a very interesting story.

These are but a few of several articles already prepared, and our editorial men are to-day out through the country getting in touch with other good retailers for their experiences and methods. Every dealer and clerk should decide now to spend considerable time over this **Spring Number,** as the plans and ideas it will contain will be worth actual money to every reader. Further articles will be announced in future issues.

March 31, 1916. THE EDITORS.

CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.

Quebec and Maritime Provinces

F. W. Ford, of Halifax, grocer, died recently.

Hugh Doherty, of St. John, N.B., grocer and butcher, has sold the butchering business.

William Steeves has opened a new retail grocery store at 250 Union street. St. John, N.B.

Mrs. Jennie Tyner has opened a new retail grocery store at the corner of Board and Wentworth streets, St. John, New Brunswick.

Geo. F. Payne has bought the entire stock of groceries, dry goods, etc., of the general store hitherto conducted by Hector Pare, in Granby, Que.

New Brunswick sardine packers have found it necessary to advance the price of their product by forty cents a case, owing both to the increase in the cost of the oil in which they are packed and the tins in which they are contained.

Charles Rosenberg, convicted of many robberies of merchants' cash boxes in Montreal, was sentenced to ten years' penal servitude, the whole proceedings since the time of the arrest taking only two days.

Enoch Buzzell, of Cowansville, Que., died recently after an illness of six months. He was nearly sixty-five years of age, and was born at Abbotsford. He commenced his business career in Montreal as a traveler, and for a time did business in the United States. He returned to Cowansville about twelve years ago to start in business for himself as a general merchant.

Lieutenant Roy H. McKendrick, 3rd New Brunswick Artillery, formerly accountant with the G. E. Barbour Co., wholesale grocers, St. John, N.B., was united in marriage to Miss Edith Hanington, daughter of James Hanington, formerly of St. John, and now of Philadelphia, at the home of the bride's parents on Wednesday, March 22. Lieutenant McKendrick is now at the Partridge Island garrison, St. John, pending orders for overseas.

One of Montreal's oldest merchants died during the week in the person of Mr. John Joseph Duffy, who succumbed to heart failure at the age of 78 years, after an illness of but a few days. The late Mr. Duffy was born at Rigaud in 1837, and was educated there and at Ste. Therese College. He entered into business in Montreal in 1859, with his brother-in-law, the late William Campbell, establishing the firm of Campbell & Duffy, who conducted the first coffee and spice mill in the province. Later on, Mr. Duffy took over the business under the name of J. J. Duffy & Co., which still continues.

Andrew McNiece, of the Montreal staff of John Duncan & Co., tea importers, sails from Vancouver on April 20 for Japan, to fill a position in the firm's office there. It is interesting to note that after the initial three years' apprenticeship is served the tea men return to Canada every winter to escape the six months' spell of enforced inactivity in Japan.

There are great openings at present in the West Indies for Canadian products and manufactures, according to Senator W. H. Thorne, of St. John, N. B., one of the party of directors of the Royal Bank of Canada, who toured the West Indies in a private yacht. Owing to the unprecedented prices for sugar and the stimulus to the production of cocoa, coffee and other tropical products the islands are enjoying greater prosperity than they ever have known and have the money to spend on imports. Senator Thorne found the people well disposed towards Canadian goods and believes that all that is needed is a little energy on the part of Canadian manufacturers and merchants and a better steamship service to produce an immense increase in the export trade and this would bring with it a better opportunity than ever for the importation of West Indian products.

Ontario

A. R. Colville, grocer of Toronto, has sold to C. W. F. Brown.

Arnold Brass and N. C. Diffin, Ridgeville, Ont., have both discontinued their general store business.

Frank F. Humphreys has opened a new wholesale warehouse at 37 Macnab street north, Hamilton.

The store of Mrs. A. Clarke at 389 Church street, Toronto, was damaged by fire last week.

S. G. Lawson, of St. Andrews, manufacturers of cheese, and flour and feed merchants, suffered loss by fire recently. His store was insured.

The grocery store of Eachlin & Clark, 389 Church street, Toronto, was damaged by fire to the extent of a thousand dollars recently. The cause is unknown.

Jackson Bros., butchers, Wellington Street South, London, Ont., have fitted up a modern grocery store next door to their butcher shop, and expect to open for business this week. They have been in the meat business for the past fifteen years.

Western Canada

Herbert Axford, city traveler for Campbell Bros. & Wilson, Winnipeg, has joined the colors.

H. R. Hunt, Japanese tea exporter, was in Winnipeg last week.

F. C. Graham, Moose Jaw traveler for the Codville Co., is in the hospital at Duluth, undergoing an operation.

A fire at Whonnock, B.C., reduced to ashes the general store and the post office, no portion of them or the contents being saved.

M. D. Milne, Brandon, traveler for the Codville Co., is in the Winnipeg General Hospital undergoing an operation for appendicitis.

In an early morning fire the grocery store of Lalonde and Harrington, of Moose Jaw, Sask., was badly gutted, a great portion of the stock being destroyed. While the origin of the fire is not known, it is believed that it originated in the furnace room. Damage to the building will be between $500 and $1,000.

S. Davis & Co., cigar manufacturers, of Montreal, are contemplating the erection of a warehouse in Edmonton for handling the Northern Alberta business. The branch there will be in charge of S A. L. Telfer. Dudley Freeman, the western manager of the company, claims that the prohibition wave will have a tendency to improve the cigar business, claiming there will be a better demand for the better class goods.

At the regular meeting of the Retail Grocers' Association of Vancouver, it was decided to send a deputation to Victoria to wait on the premier and urge the passing of legislation for a weekly half holiday in all stores. The deputation will consist of F. W. Welsh, T. J Corley, secretary of the association, and C. Clarke, president. Nothing definite was decided upon with regard to the day of the week best suited for the purpose, the association postponing any decision on this subject until the desired bill had passed the legislature.

Letters to the Editor

EARLY CLOSING BY-LAW

Editor Canadian Grocer:

Dear Sir,—We are having some little difficulty in making some of the stores here close at 7 o'clock according to by-law. They want to break it up if possible.

One man, a grocer, sells bread, and ice cream in the summer time, and claims he is exempt although his main business is groceries. Another has a general store but claims he is not compelled to lock his door, but just keeps it closed and the blinds drawn down.

Perhaps some of your readers could give us some advice how to overcome these difficulties. We know that if they are caught selling after hours the magistrate could impose a fine but one merchant does not like to inform on another and there is sometimes a difficulty in proving the sale as it might be evaded by saying that the purchase was made before 7 o'clock, and they were just calling for their parcels. Perhaps some one of your numerous readers will write an answer.

Does the by-law compel a man to lock his door at 7 o'clock?

ONTARIO READER.

March 28, 1916.

NEW OFFICERS LONDON GROCERS

Norman McLeod, the President—A Couple of Presentations to Faithful Workers

London, Ont., March 29.—(Special.)—At the regular monthly meeting of the Retail Grocers' Association, the following officers were elected for the ensuing year:

President—Norman McLeod.

1st Vice-President—Harry Ranahan.

2nd Vice-President—James Haskett.

Secretary — Harry Harley (re-elected).

Treasurer—Thomas Shaw (relected).

Executive—Cyril Hayes, G. B. Drake, Alfred Cave, J. A. McFarlane.

Auditors—J. McLeod, G. B. Drake.

President Eedy, on retiring from the chair, thanked the members for their support during the year. Cyril Hayes, on behalf of the association, presented Treasurer Thos. Shaw with some beautiful Crown Derby plates. Mr. Shaw thanked the members for them, and said he would work harder than ever for the success of the association. Harry Ranahan, in a few well-chosen remarks, eulogized the retiring president, and asked him to accept also some beautiful Crown Derby china as a remembrance of the year he spent in the chair—also to square himself with his wife for being away from home so many evenings. Mr. Eedy, replying, said he would still be an active worker in the ranks. The new president, Norman McLeod, is the oldest grocer in the city, and occupied the president's chair before, about seven years ago. Treasurer Thos. Shaw was re-elected to that office for the tenth time in succession. Committees were named to wait on the City Council regarding some market grievances, also one of the biscuit manufacturers with regard to a matter they considered required adjustment.

There was considerable discussion over the Wednesday half holiday for the summer months. The members on the outskirts of the city wanted the same as last year, May, June, July, August and September. On the other hand, the "down-town" merchants did not want to close during September. However, the motion for the four months carried on the casting vote of the president—that is, May, June, July and August.

FISHING TRADE OFF B.C. COAST

The Canadian steamer Onward Ho, states the "Pacific Fisherman", belonging to the B. C. Packers' Association of Steveston, B.C., left Vancouver for the northern fishing grounds, after taking on fuel oil, at midnight Jan. 6. This vessel is reported to have caught 180,000 pounds of halibut, and started home some forty hours ahead of the S.S. New England. The Onward Ho undoubtedly ran into the same terrific storm as did the S.S. New England, and at time of going to press this vessel has not been reported or heard from since leaving the fishing grounds on Jan. 17. Grave fears are expresed by everyone as to her safety. It is well known that the Onward Ho was caught in the memorable storm of Jan. 18, 19 and 20, and the fact that she has not been heard from for so long a time and the certain knowledge that her decks and rigging must have been heavily weighted down with ice, makes those interested feel almost certain that she has been sunk. The only hope left for the vessel is the fact that she may have dropped her propeller and drifted to sea in a disabled condition, where she may later be discovered and saved, or that she may have broken down and gone into a secluded harbor, from which no news has reached the outside world. A complete list of the crew and fishermen is not available at this time, but the total number of men aboard the ship was thirty-four to thirty-seven.

Jas. Ross, for fourteen years manager for Smellie Bros., left Russell, Ont., for Shoal Lake to take charge of the firm's store at that place. His position at Russell, will be taken by H. Bell.

The Why of April Fool Day

Poisson d'Avril, the fish of April, that in France, is worn in gay colored paper imitations and is prominent on post and gift cards, has given us in America our April Fool. And it happened thus:

In the old days, April 1 was the beginning of the new year because on that date the sun gets out of the Zodiac sign of Pisces (the fish) which it has haunted since February. Now to Charles IX. of France, in his Chateau de Roussillon in the year 1564 the thought occurred that January 1st was a much better time of the year for his subjects to exchange the felicitations that go with the New Year, so the change was duly made.

Unfortunately for themselves some people refused to take kindly to the idea and continued to exchange presents on April 1. This was the joker's chance. Other people began to indulge in the sending of April Fool cards and presents which had for their inspiration the Fish. Thus we acquired April Fool's Day, and because of this the people of France wear a fish on that day.

SERVICE DEPARTMENT

Editor Canadian Grocer,—Will you be kind enough to give us the address of the Montreal agent who handles Geo. Washington coffee?

THE STAR GROCERY,
Per. H. H. Thompson.

North Bay, Ont.

Editor's Note.—This information has been forwarded.

* * *

Editor Canadian Grocer,—Kindly give us a list of names of manufacturers of strawberry boxes. We wish to buy in carload quantities.

R. T. HOLMAN, Limited.
Summerside, P.E.I.

March 20, 1916.

Editor's Note.—This information has been forwarded.

* * *

Editor Canadian Grocer:

Dear Sir,—Has there been any change in business tax from 35 per cent. to 25 per cent. recently. Please reply through The Grocer.

SUBSCRIBER
Stirling, Ont

Editorial Note.—There has been no recent change in business tax. Cities over 50,000 population are taxed on a 25 per cent. basis; under 50,000 and over 10,000 population 30 per cent., and under 10,000 35 per cent.

Another Rise in Sugar

Market Up Ten Cents More—One Firm Up 40c—Fancy Molasses Higher: Troublous Freight Situation—Teas Slightly Lower in London—Canned Goods Selling Well —Tapioca and Sago Strong.

Office of Publication, Toronto, March 30, 1916.

ONE of the main features of the grocery market this week has been the decline in new-laid eggs. These prices have got on the toboggan and are definitely lower by about 3c during the last week. This knocks on the head, at any rate for the time being, the influx of eggs from Chicago which was assuming large proportions. It has been pointed out in these columns previously that as long as Ontario shippers neglected to deliver eggs in any quantity and as long as there was a surplus of some magnitude in the States, United States eggs would get the business in preference to home products. This, indeed, was actually the state of affairs for the last three or four weeks, but for last few days, at any rate, the production and delivery of Ontario eggs has speeded up and consequently prices have declined. They are now at such a point that Chicago eggs cannot compete, with profit. It is not expected that any material advance will be seen, but rather, on the other hand, prices will be easier or virtually the same.

The butter market is interesting inasmuch as a condition which has obtained for the past month is now altered. For some weeks there has been a noticeable lack of strength in the butter market, notwithstanding fact that it was soaring in the States and there appeared to be no reason why it should be other than firm at any rate here. This condition, however, has vanished and the tone of the market is much stronger this week. This is chiefly due to fact that make of creamery is lighter, and it is rumored that owing to the dearth of skilled labor it is possible that the cream will be shipped into the market as cream instead of as the finished product, this being the easier way. Whether this projected condition will actually materialize or not must be left to the future. At any rate, the rumor of it, coupled with the unusually light make of creamery has added strength to the butter market.

Sugar has advanced 10c again, this making the basis unusually high, heretofore out of all comparison with previous war levels. The lack of raws seems to be the fundamental condition which has caused the advance and another reason is fact that refiners have only got supplies for fragments of the time ahead for which they are already actually sold. The market remains firm even at new levels and a further advance still is not unlikely. Any dullness or easiness appears to be out of the question at present. In fact one refiner advanced 40 cents per cwt. on Tuesday last instead of the 10c above referred to, and many predict the others will do the same.

Markets in Brief

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
- Lard compounds up ¼c.
- Boiled hams and breakfast bacon up 1c.
- Eggs cheaper and firmer.
- Turkeys up 1c; all lines scarce.

FRUIT AND VEGETABLES—
- Strawberries up and bananas easier.
- American products expected in larger quantities soon.
- New cabbage in and old down.
- Boston lettuce up and cauliflower down.
- Good onions scarce and high.
- Parsley and rhubarb down.

FISH AND OYSTERS—
- Stocks short and prices high.
- Pickled and salt fish lines quieter.

FLOUR AND CEREALS—
- Bran in good demand.
- Winter wheat flour weaker.
- Embargo still on, but trade better.

GENERAL MARKETS—
- Activity in canned goods.
- Another advance in sugar.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- No change in Manitobas.
- Ontario down slightly.
- Cornmeal firmer.
- Feeds somewhat scarce.

FISH AND OYSTERS—
- Cod is scarce.
- So is haddock.
- Fresh stuff late.
- Frozen stuff high.
- Hence dealer's dilemma.

PRODUCE AND PROVISIONS—
- Lard prices up.
- Butter firmer.
- Eggs going down.
- No change in cheese.
- Geese now arriving.

FRUIT AND VEGETABLES—
- Asparagus sells well.
- Navels generally lower.
- Tangerines off market.
- Strawberries higher.
- Warm weather coming.
- Means lower levels.

GENERAL GROCERIES—
- Sugar up ten cents.
- Teas lower in London.
- Molasses up through freights.
- Canned foods sell well.

MANITOBA MARKETS.

FLOUR AND FEED—
- Rolled oats continues weak.
- Other lines are down.
- Wheat flakes now $3.75 case.
- Oatmeal, $2.50; cornmeal, $2.40.
- Flour market featurelsss.
- Lower price on mixed chop.

FRUIT AND VEGETABLES—
- Asparagus arrives at $8 case.
- New cabbage in, quoted 3½c lb.
- Lower strawberry prices.
- Big decline in tomatoes.
- Potato situation unchanged.

FISH AND POULTRY—
- No live poultry offering.
- Haddie stock nearly exhausted.
- Frozen halibut at 8½-9c lb.
- No turkeys in sight.
- Fish stocks in good shape.

PRODUCE AND PROVISIONS—
- Cold tightens egg market.
- Hog market still high.
- Slight decline in butter.
- Cheese market quiet.

GENERAL GROCERIES—
- Sugar market firm.
- Barbadoes molasses 65c gal.
- Evaporated apples 11-11½c.
- Tapioca and sago higher.
- Peas in 1 lb. pkgs. scarce.
- Coffee market still firm.
- Advance in canned goods.
- Borax now 8¾c per lb.

Quebec Markets

Montreal, March 30.—Reports indicate a larger volume of business passing than usual for mid-season time of year, and, with few exceptions, reports continue to be favorable with an undertone of optimism regarding future developments. General tone of market is quiet and steady, but not dull, with a considerable activity in some lines that the advent of warmer weather has increased and made more general. No change has occurred in the general situation in regard to freights and embargoes, as reported last week, and there have been fewer price and other changes of first importance than for some time past, although there are the usual number of secondary importance. Staples are selling well, and retailers are inclined to buy more freely and in larger quantities, indicating a growing confidence in state of market.

Sugar continues to maintain its strength, and has advanced further again this week; canned goods are firmer and show increased activity. New developments have occurred in dried fruit lines, dried vegetables and nuts. Further advances have occurred in provision lines. Feeds are developing in demand. Wrapping paper has gone up ¼c per

lb., and cotton twine 1c. Four-ply is selling for from 27c to 28c per lb., and three-ply at from 24½c to 25½c per lb. Canadian vinegar has advanced 6c a gallon, so that proof is now selling at 28c. Cod liver oil has advanced another 75c, and is now offered at from $4.75 to $4.85 per gallon. Refined cottonseed oil has advanced 10c, and is now $1.60 per gallon. A scarcity has developed in the cocoa butter that goes into the manufacture of all kinds of chocolate, so that the States are shipping in Dutch goods in as great amount as they can be had.

SUGAR.—Firmness continues to characterize market following raise of 10c in the price of refined on the local market, so that it is now selling at $7.45 per 100 lbs., with Lantic sugar 30c higher than that. American refiners' prices have held at $6.90 to $7 for past week until this last raise went into effect. Raws have recovered their former position of strength, and market is firm, following the announcement that Cubas, which had been selling at 4¾c. had advanced an eighth, with 5c asked and with refiners buying everything in sight at these prices. Wholesale buying activities have been restricted here during the week owing to stock having been kept up so well during the rising period of the market, but an increase of orders has been noted with the advent of the present week and a healthy condition prevails generally. Retail trade continues to be less affected in its buying by the condition of the market other than confining its purchases pretty well to current needs.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	7 45
25 lb. bags	7 55
2 and 5-lb. cartons	7 70
Extra Ground Sugars—	
Barrels	7 80
50 lb. boxes	8 00
25 lb. boxes	8 20
Yellow Sugars—	
No. 1, 100 lb. bags	7 05
Dark yellow, 100 lb. bags	6 85
Bright yellow, bbls. only, cwt.	7 30
Powdered Sugars—	
Barrels	7 60
50 lb. boxes	7 80
25 lb. boxes	8 00
Paris Lumps—	
100 lb. boxes	8 05
50 lb. boxes	8 15
25 lb. boxes	8 35
Crystal Diamonds—	
Barrels	8 05
100 lb. boxes	8 15
50 lb. boxes	8 25
25 lb. boxes	8 45
Cartons	8 65
Half cartons	9 15
Crystal Dominoes, cartons	8 75

MOLASSES AND SYRUPS.—Market remains unchanged in price and in its principal features, but with a more irregular tendency in it since some supplies have materialized during the week, and have assisted in relieving the tension in some quarters and making it more pronounced in others, but in no cases are any other than immediate demands cared for by the small quantities of molasses received on this market, and then only in the case of a small part of the trade. Other shipments are reported on the way, but have been held up as result of the storms of ten days ago, which have done so much to render the question of supplies a difficult one. It is estimated that the sale of 2,000 puncheons in this market has been lost through the shortage of supplies. The question of a Government molasses boat is still discussed in its relation to the probable effect on this market.

A similar condition in lesser degree prevails in the syrup market and factories are behind in filling orders as result of the switching of trade from molasses to syrup, until the latter has also become very scarce. It is expected that now that Lent is half over a lessened demand will occur and allow of a more normal state of affairs in the industry.

	Prices for Fancy, Island of	Choice, Montreal.
Barbadoes Molasses—		
Puncheons	0 55	0 47
Barrels	0 58	0 50
Half barrels	0 60	0 52

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups— m	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls...	0 04½
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 60
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 06
Cases, 2 lb. tins, 2 doz. in case	3 60

DRIED FRUITS.—Market in many lines has developed some weakness in dried fruit lines that will not keep over the summer, such as evaporated apples, apricots, etc. This, in combination with the causes outlined last week has had a sympathetic influence on other lines of fruit.

Currants retain their strong position, and American cleaned are up ½c, and are now offered at 12c. Both package and loose currants of all varieties are firming up all the time in sympathy with their strong primary position. Date market is very strong, with many inquiries and very hard to get. There is fairly good demand in all lines, and though prices are showing very slight reaction, the general feeling of this market is decidedly weaker than at any time for some weeks.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09½
Apples, choice winter, 50-lb. boxes	....	0 09
Apricots	0 14	0 15
Nectarines, choice	....	0 11½
Peaches, hoice	....	0 08
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	....	0 11½
Filiatras, packages, new	....	0 12½
Dates—		
Dromedary, package stock, old, pkg..	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose, new	....	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Cal. bricks, 10 oz.	....	0 09½
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11	0 12
40 to 50, in 25-lb. boxes, faced	....	0 10¾
50 to 60, in 25-lb. boxes, faced	....	0 10
60 to 70, in 25-lb. boxes, faced	....	0 09½
70 to 80, in 25-lb. boxes, faced	....	0 09
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	0 08	0 08
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.80; 4-crown cluster	....	3 75
Muscatels, loose, 3-crown, lb.	0 08¾	0 09
Muscatels, 4-crown, lb.	....	0 09½
Cal. seedless, 16 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 10½	0 11
Choice seeded, 16 o. pkgs.	0 10¼	0 10½
Valencias, selected	....	0 11
Valencias, 4-crown layers	....	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

SPICES.—Market remains unchanged in its chief features, with a good volume of trade passing and steady firmness a feature of the market, although there have been no outright price changes that applied to the trade as a whole. Peppers, cloves and nutmeg are particularly firm, and the latter are said to be very scarce on the London market, from which point shipments to America have been greatly delayed. Black pepper are up to 9¼d. and white to 9¾d. f.o.b. London. Ocean tonnage continues to be factor of first importance in conjunction with embargo difficulties. A feature of the nutmeg market has been the selling of Canadian stocks in the States at figure much below primary market prices prevailing at time of sale. Restricted trading is looked upon as a definite possibility of the future.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 09	—0 23
Cassia	—0 29	—0 85	—0 35
Cayenne pepper	—0 28	—....	—0 35
Cloves	0 30—0 32	—0 95	—0 39
Cream tartar—55 to 67c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 25	0 90—1 00	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	0 45—0 45	—0 45	—0 80
Peppers, black	—0 28	0 85—0 90	—0 26
Peppers, white	—0 35	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 16—0 18	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 15½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	....	12-15

RICE AND TAPIOCA.—Market for rice is firm as result of an increased demand that has arisen apparently as protective measure on the part of those who fear an advance. This follows a short period during which an easier feeling was noted. Prices remain unchanged, and supplies continue to be restricted in quantity, and the whole situation, as in the case of all imported goods, dependent largely on outside influences, amongst which freight are the chief.

Tapioca remains unchanged in price, with no new developments of note to record other than the reported arrival of new supplies in Boston. Market remains firm, with supplies hard to get and light stocks a feature of local market.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	4 20
"C.C."	4 10
India bright	4 35
Lustre	4 40
Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20

Ice drips		5 30
Java Onyx		6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna—	Per lb.	
Bags, 224 lbs.	....	0 05¼
Half bags, 112 lbs.	....	0 05⅝
Quarter bags	0 08	0 09
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 09	0 10
Seed, lb.	0 09	0 10

NUTS.—Market is steady, with a smaller volume of trade reported. There has been no active demand this past week, all inquiries coming from regular customers in a wholesale way and no outside inquiries. Only price change of the week was in pecans, which advanced ½c, and are now 18c to 19c. Almonds are weaker here in sympathy with New York, following report of primary market on new crop that trees had passed the critical flowering stage without frost. Futures are being sold on a speculative basis rather earlier than usual as a result.

Almonds, Tara, new	0 16	0 16½
Grenobles	0 16	0 16½
Marbots	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 36
Shelled almonds, 28-lb. boxes, per lb.	0 40	0 42
Sicily filberts	0 14½	0 15
Filberts, shelled	0 32	0 34
Pecans, large	0 18	0 19
Brazils, new	0 15	0 16
Peanuts, American, roasted	0 08¼	0 12½

TEA.—Prices and ruling features remain unchanged in a quiet, steady market that shows more activity than during the preceding week. All reports are of a fairly good trade in a general way and an extra good one in import orders in some quarters. This line shows more stability in its relation to primary market and freight influences than most other lines equally under their control.

COFFEE.—Market remains firm and unchanged in price and other features of importance, with freights still the ruling factor. The late embargo has become a consideration in market, but so far has had no direct effect on the development of any adverse situation. Retail trade reports an increasing demand that is based on a more general use of the beverage by outlying country districts, and wholesale trade feels effect of same in inquiries and increased orders.

DRIED VEGETABLES.—Market is feeling effect of large stewed ration contracts recently issued in a stronger feeling in beans, which are reported as having advanced 10c to 15c in States. White beans are in better demand and colored still quiet. Peas are steadier and in a fair demand that is not uniform in its operation. Prices are unchanged and steady, although tone of market is livelier than for some time past.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, hand-picked	4 80	5 00
Canadian, 5-lb. pickers	....	4 00
Yellow eyes, per bushel	....	4 20
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 00
Barley, pot, per bag	....	3 00
Barley, pearl, lb.	0 04½	0 05

CANNED GOODS.—Whole market has gained strength following reports of awarding of additional Government contracts, and undertone is decidedly firm, with some advances in fish lines. Lobsters are up 15c per dozen in 1-lb. tins. Imported sardines are going up steadily, and Norwegian variety have advanced 50c per case, and are now selling at from $12.50 to $13 per case. English sprats are up 25c, and are now selling at from $8.25 to $8.50 per case.

Spot stocks in most lines are showing effect of increased demand, which has been quickened by report that New York market is bare. Salmon and tomatoes are moving freely, and some big sales at advanced prices have been reported of the latter.

Ontario Markets

Toronto, March 31.—Trade seems to be in a healthy condition. One wholesaler, and he is pretty indicative of the rest, reports a better February by about twenty per cent, than last year, and expects—from present signs—that this month will beat March of last year "all hollow!" Collections in the city are much better. The country has kept up pretty well right through everything this last year and a half, but the city was not in such good shape. This, says our wholesaler friend, is clearing up a lot, now, and merchants are meeting papers much better. That is a good sign. Spring weather is bucking up buying to a marked extent. Larger orders and more of them seem to be the order of the day along the street.

There is some talk of an advance on canned tomatoes next week. Nothing definite can be learned. Tomatoes have been selling very well recently, and wholesalers claim that prices have been low enough, and perhaps too low. A lot of canned salmon is being sold. London and Liverpool are putting in bids and in fact closing heavy orders for futures, and prices are above those of last year. This would presage an advancing market, but prices can't go up much more without injuring consumption, it is claimed.

Retailers will observe that sugar once more is up. This is the sixth time within March, and puts sugars at an unheard of figure for modern times. Even with this, it is claimed, however, that the market is a bull one, and there are more reasons for advances than for declines. We are still below—on refined—the parity of raws, and with speculation rife to the extent it is in New York, easier raws are unlikely. Moreover, refiners are still short-suited on stocks, compared to their advance selling, and they must go to the market again shortly. Looks like more advances yet!

SUGAR.—Once more the feature of the market is an advance, this time of 10c. This is the sixth since the 1st of March. However, the trade may be truly thankful that the advance was not the customary (lately) fifteen. Present basis of sugars is now $7.51, except in the case of Lantic, which advanced 40c, going straight to $7.81. There are those who think that the rest will come up to that level. The important thing to remember about the sugar market is that refined is still—even with yesterday's advance—below the parity of raws. Therefore, while admittedly the market is not one to prophesy about, still further advances rather than a decline would appear to be probable. Raws in New York at time of writing are 4⅝c. Speculation is protecting them. Refiners in New York are only a week or ten days ahead in supplies. Yet they are sold a month ahead. Refiners will have to enter the market during the next six weeks at the outside. All things, says New York, point to a bull market.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	7 51
20 lb. bags	7 61
10 lb. bags	7 66
2 and 5-lb. cartons	7 80
Nova Scotia refined, 100-lb. bags	7 41
New Brunswick refined, 100-lb. bags	7 45
Extra Ground Sugars—	
Barrels	7 91
50 lb. boxes	8 11
25 lb. boxes	8 21
Powdered Sugars—	
Barrels	7 71
25 lb. boxes	8 11
Crystal Diamonds—	
Barrels	9 06
100 lb. boxes	8 16
50 lb. boxes	8 26
Cartons (20 to case)	8 81
Cartons (50 to case)	9 91
Crystal Dominoes, carton	9 16
Paris Lumps—	
100 lb. boxes	8 16
50 lb. boxes	8 36
25 lb. boxes	8 36
Yellow Sugars—	
No. 1	6 81

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

SYRUPS AND MOLASSES.—Prices on fancy molasses have been raised 5c a gallon to wholesalers, who have not, however, put prices to the trade up yet. There is a very firm market. The fundamental trouble is the freight situation. "There is no room," said a West Indian shipper, "for any shipments on boats to St. John till after July. All space is booked. Cancellations occur every day. Boats to New York are as bad until the end of July. Thereafter, the only way in which molasses can get to Canada is via New York by boat, and then across the border, consignee paying extra freight."

(Apparently this shipper did not think of the duty!—Editor.)

Freights recently to St. John, when obtainable, were $5 a puncheon. Regular charge is, of course, about $3.50. Importers in Canada are anxious to buy heavily, but how can they when they can get no ships, not even sailing vessels.

No wonder the market is exceptionally firm.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04½
Pails, 38½ lbs., $1.95; 25 lbs.	1 40

Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 00
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls		0 05
Cases, 2 lb. tins, 2 doz. in case		3 00
Molasses—		
Fancy, gallon	0 60	0 65
West India, bbls.	0 34	0 37

TEA.—Cables from London report that at both Indian and Ceylon auctions the market was somewhat easier. Indians were slightly lower. This is difficult to understand when the Colombo situation is taken into account. There the market remains exceptionally firm—although goodness knows supplies are heavy enough—and it is thought that Russia is buying heavily at present. An item of interest is the rumor of a possible tax on teas in the States. Says the "Journal of Commerce," New York, in this connection: "Back of the feeling of confidence is a theory that a duty on tea will be eventually imposed, because of the mounting expenses of the Administration, which are further swelled by the Mexican troubles. However, there is no immediate likelihood of developments in this direction, especially with an election ahead of the party in power, the cry of the 'poor man's breakfast table' being usually effective."

There is no change in the local situation.

DRIED FRUITS.—Amala and other currants on spot have firmed up again, and New York reports the same condition there. Prices appear to be slowly moving to a higher level. Primary markets are very stiff, and Greek exporters, according to cables, are holding out for advanced prices. As spot stocks in this continent are comparatively slight, advances are not improbable.

Prunes appear to have gone off somewhat in the local market, buying being less in bulk and not so frequent. Spot stocks are none too large, but this falling off in demand has made for an easier market, trade apparently being fairly well stocked.

The British embargo apparently did not hurt prunes much. They were in a strong position at the Coast and little disposition was evidenced, after the embargo, by shippers to shade prices.

Peaches and evaporated apples are being cleaned up here, and most wholesalers have small stocks left. There is a good strong demand right now, particularly for peaches.

Peels show no change, and are dull.

Apples, evaporated, per lb.	....	0 10¼
Apricots—		
Std., 25's, faced	0 12	0 12½
Choice, 25's, faced	0 13½	0 14
Extra choice, 25's, faced	0 14½	0 15
Fancy, 25's, faced	0 15½	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22½	0 23½
Currants—		
Filiatras, per lb.	0 13½	0 14½
Amalas, choicest, per lb.	0 14½	0 15½
Patras, per lb.	0 14	0 15
Vostizzas, choice	0 14¾	0 15½

Cleaned, ½ cent more.

Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 07½	0 09
Hallowees	....	0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 13	0 13½
40-50s, 25-lb. boxes	0 10¾	0 11
50-60s, 25-lb. boxes	0 09½	0 10
60-70s, 50-lb. boxes	0 09¼	0 09½
70-80s, 50-lb. boxes	0 08½	0 08¾
80-90s, 50-lb. boxes	0 08¼	0 08½
90-100s, 50-lb. boxes	0 08	0 08½
25-lb. boxes, ½c more.		
Peaches—		
Choice, 50-lb. boxes	0 07¼	0 07¾
Stds., 50-lb. boxes	....	0 06¾
Choice, 25 lbs., faced	0 07½	0 07¾
Extra choice, 25 lbs., faced	0 07¾	0 08
Fancy, 25 lbs., faced	0 08½	0 09
Raisins—		
Valencia, Cal.	0 09	0 09½
Seeded, fancy,m 1 lb. packets	....	0 10
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—There is no activity. Most lines are simply selling in small, hand-to-mouth lots, and show little feature.

In Shell—	Per lb.	
Almonds, Tarragona	0 15¾	0 16¼
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs	0 14	0 14¼
Peanuts, Jumbos, roasted	0 13½	0 14½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14¾	0 15½
Walnuts, Bordeaux	0 11	0 12
Wa..lnuts, Marbots	0 12½	0 13½
Shelled—		
Almonds	0 45	0 46
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 60	0 65
Walnuts, new, halves	0 38	0 40
Broken .....m	0 31	0 32

BEANS.—There is nothing much to report in the bean situation, except now that stocks are a little better, the trade is somewhat apathetic and not anxious to buy. Blue peas, hand-picked, are in good demand at unchanged quotations. Split peas are down half a cent or so, and we quote 5½-5¾c, with a fair to middling demand. Stocks are not heavy.

Beans, choice primes, bush.	4 25	4 50
Beans, hand-picked, bushel	....	4 75
Peas, blue, bushel	3 25	3 50
Split, lb.	0 05½	0 05¾

SPICES.—There is a fair demand for all spices, peppers perhaps being still the centre-piece. All lines remain firm, though new supplies of both black and white peppers eased the market a little. Ginger still remains a strong spot, due to scarcity of supplies more than to heavy demand.

Spices—	Compound, per lb.	Pure, per lb.
Allspice, ground	....—0 19	0 16—0 18
Allspice, whole	....—....	....—0 15
Arrowroot	....—....	0 15—0 20
Bay leaves	....—....	....—0 20
Bicarb. soda	....—....	....—0 03¼
Caraway seeds	....—....	....—0 25
Cassia, whole	....—....	0 26—0 32
Cassia, ground	0 16—0 18	0 26—0 34
Cayenne	....—....	0 30—0 35
Cayenne, Jap. chillies	....—....	....—0 40
Celery seed	....—....	0 45—0 50
Celery salt	....—....	0 30—0 35
Celery pepper	....—....	0 30—0 35
Cinnamon, Batavia	....—....	0 30—0 40
Cloves, whole	....—....	0 35—0 45
Cloves, ground	0 18—0 22	0 35—0 45
Coriander seed	....—....	0 12—0 13
Cream of tartar	0 25—0 30	0 50—0 55
Curry powder	....—....	0 30—0 35
Ginger, Cochin	0 15—0 17	0 22—0 25
Ginger, Jamaica, ground	0 18—0 21	0 25—0 30
Ginger, Jamaica, whole	....—....	0 28—9 30
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 85—1 00
Mustard, pure	....—....	0 28—0 30
Mustard seed .....d.....	....—....	0 20—0 25
Nutmegs, brown, 64s, 55c; 80s, 45c; 100s	....—....	0 35—0 40
Nutmegs, ground, bulk, 30-35c; 1 lb. tins	....—....	0 37—0 42
Pastry spice	....—....	0 25—0 30
Paprika	....—....	0 35—0 40
Peppers, black, ground	0 14—0 18	0 25—0 30
Peppers, black, whole	....—....	0 24—0 29
Peppers, white, ground	0 19—0 24	0 35—040
Peppers, white, whole	....—....	0 30—0 35
Pickling spice	....—....	0 18—0 22
Sage	....—....	0 45—0 50
Saltpetre (chili)	....—....	....—0 10
Thyme	....—....	....—0 25
Turmeric	....—....	0 20—0 22

RICE AND TAPIOCA.—Market is firm here; demand is good, and market tone follows that of U. S. markets. A very firm feeling is experienced in the South, and prices are slightly higher. Foreign rice is somewhat easier, as more is available.

Tapioca is still very firm, and further advances rather than a decline are likely.

Rice—		
Rangoon "B," per cwt.	....	4 23
Rangoon "CC," per cwt.	....	4 15
Rangoon, fancy, per cwt.	4 38	6 58
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 09	0 10
Seed, per lb.	0 09	0 10

CANNED GOODS.—Stocks of salmon in canners' hands are all pretty well cleaned up. Heavy orders have been placed by London and Liverpool for futures at prices above those at last year's opening. There is a tendency towards firmer levels. Prices can't advance much, however, it is thought, without interfering with consumption.

Tomatoes and peas are very firm. Nothing more can be learned as to the advance on the former on April 1st. Trade is buying very well.

MONTREAL AND TORONTO PRICES

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon, Sockeye—		
1 lb. talls, cases, 4 doz., per doz.	....	2 52½
1 lb. flats, cases 4 doz., per doz.	....	2 72½
½ flats, cases 8 doz., per doz.	....	1 57½
Five cases or more, 2½c doz. less than above.		
Chums, 1-lb. talls	....	0 90
Pinks, 1-lb. talls	....	1 20
Cohoes, 1-lb. talls	....	1 45
Red Springs, 1-lb. talls	....	2 00
Humpback, ½-lb. tins	....	0 60
Canned Vegetables—		
Tomatoes, 3's	1 07½	1 10
Peas, standards	0 90	0 92½
Early June peas	0 95	0 97½
Extra sfted peas	1 52½	1 55
Corn, 2's, doz.	0 92½	0 95
Fruits—		Group A
3's Apples, Standard		1 05
3's Apples, Preserved		1 20
Gals. Apples, Standard		3 50
Gals. Apples, Preserved		4 25
Gals. Blueberries (Huckleberries), Standard..		6 50
2's Cherries, Red (pitted), light syrup		1 50
2's Cherries, Black, pitted, heavy syrup		1 90
2's Cherries, Black, not pitted, heavy syrup.		1 55
2's Cherries, Red, pitted, heavy syrup		1 90
2's Cherries, Red, not pitted, heavy syrup		1 55
Gals. Cherries, Red, pitted		8 50
Gals. Cherries, Red, not pitted		8 00
2's Blueberries (Huckleberries), Standard		1 56
2's Blueberries (Huckleberries), Preserved		1 90
2's Cherries, White, pitted, heavy syrup		1 90
2's Cherries, White, not pitted, heavy syrup		1 55
2's Currants, Black, heavy syrup		1 50
2's Currants, Black, Preserved		1 80
Gals. Currants, Black, Standard		5 25
Gals. Currants, Black, solid pack		8 25
2's Currants, Red, heavy syrup		1 50
2's Currants, Red, Preserved		1 80
Gals. Currants, Red, Standard		5 25
Gals. Currants, Red, solid pack		8 25
2's Gooseberries, heavy syrup		1 56
2's Gooseberries, Preserved		1 80
Gals. Gooseberries, Standard		7 25
Gals. Gooseberries, solid pack		8 50
2's Grapes, White, Niagara, Preserved		1 50
Gals. Grapes, White, Niagara, Standard		3 50
2's Lawtonberries (Blackberries), heavy syrup		2 00
2's Lawtonberries (Blackberries), light syrup.		1 50
2's Lawtonberries, Preserved		2 25
Gals. Lawtonberries, Standard		7 00
2's Peaches, White, heavy syrup		1 50
2½'s Peaches, White, heavy syrup		1 90
3's Peaches, White, heavy syrup		2 40
1's Peaches, Yellow, heavy syrup, talls		1 25
1½'s Peaches, Yellow, flats, heavy syrup		....
2's Peaches, Yellow, heavy syrup		1 50
2½'s Peaches, Yellow, heavy syrup		1 90
3's Peaches, Yellow, heavy syrup		2 20
3's Peaches, Yellow, whole, heavy syrup		....

3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	....
2's Pears, Bartlett, heavy syrup	1 75
2½'s Pears, Bartlett, heavy syrup	2 10
3's Pears, Bartlett, heavy syrup	2 25
2's Pears, Flemish Beauty, heavy syrup	1 75
2½'s Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 40
2½'s Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapples, Whole, heavy syrup	2 10
3's Pincapple, Whole, heavy syrup	2 60
2's Pineapple, Sliced, Hygeian Brand	....
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 50
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00
2's Plums, Egg, heavy syrup	1 10
2½'s Plums, Egg, heavy syrup	1 40
3's Plums, Egg, heavy syrup	1 50
2's Plums, Green Gage, light syrup	1 00
2's Plums, Green Gage, heavy syrup	1 15
3's Plums, Green Gage, light syrup	1 40
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 50
2's Plums, Lombard, light syrup	1 00
2½'s Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2½'s Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

Manitoba Markets

Winnipeg, March 30—The trade here is in doubts as to what sugar is going to do. Some seem to think that it is a good speculation, while others hold an opposite opinion. The retail trade, while buying on an advancing market, have not been running any big risks as a rule, being content to stock only two or three weeks ahead. Most grocery lines are still on the up-grade, with the important exception of California dried fruits, many lines of which would be cheaper if stocks held at old prices were not so heavy. The effect of the British embargo is already seen on prune quotations.

With the approach of spring, new lines of fresh fruit and vegetables are beginning to arrive. Asparagus and new cabbage arrived this week at rather fancy prices. Strawberries are coming in more freely, and dealers should be able to buy them at $4.00 for 24 pints this week. Florida tomatoes are also coming in well, and are quoted to-day at $4.00 per case. In the flour and cereal market there are a number of important changes. Both wheat flakes and oatmeal have declined in sympathy with rolled oats. On account of corn moving more freely in the South, cornmeal has dropped to $2.40 for 98's. Stocks of haddies in Winnipeg are practically exhausted.

Among the minor changes reported this week is an advance of 1c per lb. in the price of borax, which is now 8¾c per lb. This is rather a high price, as borax used to sell for 4½c. Saltpetre also advanced 1c per lb. last week. Kraft paper is now quoted at 6½c per lb. Other advances included one of tapioca, as was expected, the quotation now being 8c per lb. Sago is quoted at 7c. There has been an advance in New Orleans molasses in tins, and Barbadoes is also higher, the quotation now being 65c. An advance of 5c is reported in certain lines of canned goods, notably tomatoes. Indications are for higher olive prices. Spot stocks are running low and goods are getting harder to secure every day.

SUGAR—Following the sensational advances of a week ago, there has been comparative quiet in market for the past seven days. Repeated advances in both Eastern and Western sugar had effect of inducing the retail trade to buy more freely, although their purchases were not startling. Expecting further advances the retailer usually stocked two or three weeks ahead. The whole situation seems to rest on question of freights. If boats can be got to ship raw sugar from Cuba, and if New York can get two or three large cargoes in, this is liable to ease the situation. Some jobbers appear to think that sugar is a good speculation, whereas others appear to think the opposite. The opinions seem to be fairly evenly divided.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	8 05
Extra ground or icing, boxes	8 90
Extra ground or icing, bbls.	8 70
Powdered, boxes	8 70
Powdered, bbls.	8 20
Hard lump (109-lb. case)	9 00
Montreal yellow, bags	7 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 00
Halves, 90 lbs., per cwt.	8 10
Bales, 20 lbs., per cwt.	8 10
Powdered, 50s	8 75
Powdered, 5s	9 05
Icing, barrels	8 70
Icing, 50s	8 85
Cut loaf, barrels	8 80
Cut loaf, 50s	9 05
Cut loaf, 25s	9 30
Sugar, British Columbia—	
Extra standard granulated	8 05
Bar sugar, bbls.	8 20
Bar, sugar, boxes	8 45
Icing sugar, bbls.	8 40
Icing sugar, boxes	8 65
H. P. lumps, 100-lb. cases	8 90
H. P. lumps, 25-lb. boxes	9 15
Yellow, in bags	7 65

SYRUPS—With the sugar market high, all things point to a possible advance here, especially as the demand for syrup is very heavy just now. Molasses in tins has advanced about 50c per case. Barbadoes in ½-lb. bbls. are now quoted at 65c per gallon, and New Orleans at 38.

Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 08
10s, per case, ½ doz.	2 96
20s, per case, ¼ doz.	2 97
½ barrels, by the lb.	4 14
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 55
5-lb. tins, 1 doz. to case, per case	4 15
10-lb. tins, ½ doz. to case, per case	3 85
20-lb. tins, 3 tins to case, per case	3 75

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, ½ bbls., per gal.	0 65
New Orleans	0 38

DRIED FRUITS.—The marked weakness in evaporated apples does not seem yet to have affected the price to the trade very seriously, and there is considerable discrepancy between quotations of local jobbers. Some are quoting as low as 11c, whereas others are quoting at 12c. The average price seems to be 11c for choice 50's and 11½c for 25's. Sometime ago they were quoted as high as 12¾c, so there has been some reduction. In certain cases apples are being quoted as low as 10c, but these are said not to be No. 1 stock. Currants remain on about the same level as during the past few weeks. While the price is almost prohibitive, opinion of the trade is as long as the retailer can sell them for 15c they will move fairly well. No. 1 pkgs. are being quoted at 11⅛c. For the time of year, dates are selling fairly well; Hallowee dates are offered at 7¾c in 12 oz. pkgs. Some jobbers are quoting higher than this. The prune market is easier, but the thing is to get them here at the lower prices. Quotations on larger sizes are much lower than they have been in the past. There are very few 30-40's on the market, No. 40-50's are being quoted as low as 10c, and 80-90, 25's at 8c.

Dried Fruits—	
Evaporated apples, choice, 50's	0 11
Evaporated apples, choice, 25's	0 11½
Pears, choice, 25's	0 12⅞
Apricots, choice, 26's	0 13
Apricots, choice, 10's	0 14
Peaches—	
Choice, 25-lb. boxes	0 07
Choice, 10-lb. boxes	0 07¾
Currants—	
Filiatras, per lb.	0 10¼
Filiatras, fresh cleaned	0 11¼
1 lb. package Amalias	0 12
2 lb. package	0 24
Dates—	
Hallowee, loose, per lb.	0 06
Hallowee, 12-oz. pkgs.	0 08¼
Fard dates, 12-lb. boxes	1 25
Raisins, California—	
16 oz. fancy, seeded	0 10¼
16 oz. choice, seeded	0 09¾
12 oz. fancy, seeded	0 08¼
12 oz. choice, seeded	0 08⅛
Raisins, Muscatels—	
3 crown, loose, 25's	0 09½
3 crown, loose, 50's	0 08¾
Raisins, Sultanas—	
California, 50's, fancy bleached	0 16¾
California, 25's, fancy bleached	0 17
16-oz. pkgs.	0 17½
Raisins, Cal. Valencias—	
25-lb. boxes	0 09
50-lb. boxes	0 09⅞
Prunes—	
90 to 100, 25s	0 07¾
80 to 90, 25s	0 08
70 to 80, 25s	0 08¼
60 to 70, 25s	0 08¾
50 to 60, 25s	0 09¼
40 to 50, 26s	0 10

DRIED VEGETABLES.—There is little change in this market. Most jobbers are offering Japanese beans, quotations being around 7½c per lb. or $4.50 per bushel. Peas are inclined to be rather scarce, splits selling for 6½c, which is rather high. Considerable difficulty is experienced in securing 1 lb. pkgs. just now.

Beans—		
Choice, white, 3-lb. pickers, per bush.		4 50
Fancy, hand-picked, bushel		4 60
California Lima Beans—		
80-lb. sacks		0 07¼
Barley—		
Pot, per sack, 98 lbs.		3 20
Pearl, per sack, 98 lbs.		4 35
Peas—		
Split peas, stck, 98 lbs.	6 15	6 25

Whole peas, bushel		2 90
Whole peas, 1 lb. pkgs., case		3 30

RICE.—Winnipeg wholesalers have advanced their prices on tapioca, as was expected sometime ago, on account of high primary market. Pearl tapioca is now offered at 8c, and sago at 7c.

Rice and Tapioca—		
No. 1 Japan, per lb., 100-lb. bags		0 05½
No. 2 Japan, per lb., 100-lb. bags		0 04¾
Siam, per lb., 100-lb. bags		0 04¼
Patna, per lb., 100-lb. bag		0 06½
Carolina, per lb., 100-lb. sacks		0 [illegible]s
Sago, pearl, sacks, per lb.		0 07
Tapioca, pearl		0 08

COFFEE.—The market is still strong, partly due to high freights. The market itself, however, is high, Brazil having firmed up on their quotations. Boats are still hard to get, and marine insurance is higher owing to class of vessels now handling this traffic. Roasted Rio is being quoted as low as 17c, but best screened coffee is worth 19½c. The quotation on the latter was 18½c a week ago.

Coffee—		
Green, choice, No. 7 Rio		0 14
Green, choice, No. 5 Rio		0 15
Green Santos		0 18½
Roasted Rio, in bulk (sacks)		0 19½
Roasted Santos	0 23	0 25
Maracaibo		0 21¾
Chicory, lb., by hbl.		0 09½
Chicory, lb., 14-lb. tins		0 12¾

SPICES.—Situation has undergone little change during past week. Peppers have again advanced ½c in the primary market. Other lines did not change. One wholesaler is quoting 22c on Cassias, 28c for clovers, 25-30c for nutmegs, ground black pepper 28c white pepper 30c; quotations on whole pepper are 1c under these.

Allspice, ground	0 11½	0 14½
Cassia, ground		0 22
Cream of tartar, 98% guaranteed	0 50	0 53
Cloves, whole		0 26
Cloves, ground		0 28
Ginger, Jamaica, ground	0 22¼	0 23¾
Nutmegs, ground	0 25	0 30
Pepper—		
Ground, black		0 28
Ground, white		0 30
Whole, black		0 27
Whole, white		0 29

TEA.—The market is still high. Very little buying is going on by wholesale trade, big stocks having been bought during early part of the year. No one grade of tea is acting in a sensational manner, the market on all grades being fairly uniform.

CANNED GOODS.—With a better demand opening up on approach of spring, there is tendency for jobbers to advance their prices, as quotations are considerably below at what these goods could be bought in primary market. Higher prices are quoted this week on tomatoes, which are now $2.45-2.55, an advance of 5c per case. These same goods if bought in the market at present prices would sell, at least, for $2.60.

BRITISH COLUMBIA MARKETS

By Wire

Vancouver, March 29.—Eggs have gone up again. Strictly fresh are being wholesaled at twenty-seven cents a dozen with the prospects of an early increase. Butter and cheese are firm and predictions of advances are made. Green stuff is plentiful but is being cleared out as rapidly as it arrives. Business for the week ending to-day has been affected by unusual wet weather. Improved conditions in mining and lumbering camps are tending toward better times in the wholesale markets.

Produce and Provisions—		
Butter, creamery, per lb.	0 32½	0 37½
Butter, New Zealand, lb.	0 39½	0 40
Cheese, per lb., large, 20½c; twins		0 21
Cheese, Stilton, lb.		0 23¾
Eggs, local fresh		0 27
Grapefruit, Florida, case		7 00
Lard, 3's, per case		8 55
Lard, 5's, per case		8 45
Lard, 10's, case		8 40
Lard, 20's, each		10 90
General—		
Almonds, shelled, lb.		0 42½
Beans, Lyton, per lb.		0 06½
Cream of tartar, lb.		0 55
Beans, Lytton		0 06¾
Figs, 12-10 oz. pkgs., per box		0 90
Figs, 50-60 oz. pkgs., per pkg.		2 25
Cocoanut, lb.		0 18½
Cornmeal, bail		3 00
Flour, best patents, per bbl.		6 80
Grapefruit, Flo., case		6 00
Honey, Idaho, 24 lbs.		4 50
Lemons, box		4 75
Potatoes, Ashcrofts, per ton	30 00	35 00
Potatoes, local, ton		20 00
Rolled oats, bail of 80 lbs.		2 80
Onions, Oregon, cwt.		1 50
Oranges, new, navel, box	2 40	3 40
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		8 25
Sugar, yellow, per cwt.		7 00
Walnuts, shelled, lb.		0 45
Walnuts, Manchurian, lbs.	0 14	0 16
Jams, glass jars, doz.		2 25
Jams, 4-lb. tins, doz.		7 50
Canned Goods—		
Apples, gals., 5-case		1 62
Beans, 2's		2 10
Corn, standard, per 2 doz. case		2 15
Peas, standard, per 2 doz. case		2 10
Plums, Lombard, 2's, case		1 90
Peaches, 2½'s, case		4 00
Strawberries and raspberries, 2's, case		4 50
Tomatoes, standard, per doz., case		2 30
Salmon—		
Sockeye, 1's, 4 doz. case		9 00
Sockeye, ½'s, 8 doz. case		10 75
Pinks, 1's, 4 doz. case		4 00
Dried Fruits—		
Apricots, per lb., 11c; Apples, lb.		0 12
Prunes, 70-80, 25's, lb.		0 08
Currants, per lb.		0 12
Raisins, seeded, lb.		0 09½
Peaches, per lb.		0 06½
White figs, per lb.		0 07½

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, March 29.—Further advance on sugar of ten cents. Course salt is up twenty cents. Canned vegetables very firm. Advances on jams and lard may be looked for. Slight drop on prunes from quarter to half a cent. Sulphur prices almost double those of year ago. New laid eggs are very plentiful. Some shipments made to British Columbia.

General—		
Beans, small white Japan, lb.		0 07½
Flour, No. 1 patent, 98's	3 25	3 35
Molasses, extra fancy, gal.		0 75
Rolled oats, bail		2 85
Rolled oats, 80s		2 65
Rice, Siam, cwt.	4 50	4 75
Potatoes, local, per bush.	0 60	0 75
Sago and tapioca, lb.		0 07½
Sugar, pure cane, granulated, cwt.		8 75
Shelled walnuts, finest halves, lb.		0 49
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, No. 1, Ontario, large, per lb.	0 19	0 22
Butter, creamery, lb.		0 35
Butter, No. 1, dairy, lb.		0 25
Lard, pure, 3s, per case		9 90
Lard, pure, 5s, per case		9 85
Bacon, smoked backs, per lb.		0 23
Bacon, smoked bellies, per lb.		0 24
Canned Goods—		
Tomatoes, 3s, standard, case		3 00
Corn, 2s, standard, case		2 35
Peas, 2s, standard, case		2 45
Tomatoes, gals., case		2 10
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Salmon, finest sockeye, tails, 48xls, cs.		10 00
Salmon, pink, talls, 48xls, per case		4 50
Lobster, ½s, per doz.		3 00
Dried Fruits—		
Currants, lb.		0 13
Evaporated apples, 50s, per lb.	0 11	0 11½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Prunes, 90-100		0 07
Sultana raisins, Cal., extra fancy		0 15
Valencia raisins, Cal., lb.		0 10
Fruits and Vegetables—		
Apples, No. 1, box	2 00	2 25
Apples, cooking, box	1 75	2 00
Bananas, lb.		0 05
Grapefruit, Florida, case	5 00	5 25
Oranges, navels, case	3 50	4 00
Onions, B.C., ton	50 00	60 00
Lemons, case	4 50	5 00

ALBERTA MARKETS (EDMONTON)

By Wire

Edmonton, March 29.—Sugar and flour, firm with no change during week. Strong indication of advance in jam owing to increase in tins and recent advance in sugar. Prunes show small advance. Fall shipment of Norwegian sardines arrived and quoted at thirteen and fourteen dollars a case. French olive oil and mushrooms, peas practically cleaned up, no further supplies in sight. Spice market shows considerable activity resulting in advance in many staple lines. Small quantity of peel booked for fall shipment at open prices. Rice appears easier owing to diminishing demand.

General—		
Beans, Japan, lb.	0 08	0 10
Bran, ton		20 00
Coffee, whole roasted, Rio	0 18	0 19
Potatoes, per bush.	0 55	0 65
Rolled oats, 20's, 70c; 40's		1 35
Rolled oats(bail, $3.05; 80's		2 45
Flour, fancy patents, 98-lb. sack		3 20
Flour, seconds		2 90
Rice, Siam, per cwt.		4 15
Shorts, per ton		22 00
Sugar, standard gran., per cwt.		8 65
Sugar, yellow, per cwt.		8 15
Walnuts, shelled, lb.		0 38
Produce and Provisions—		
Cheese, lb.		0 21
Bacon, lb., 20c; bellies, lb.		0 22
Butter, creamery, per lb.		0 38
Butter, dairy, No. 1, 32c; No. 2		0 20
Eggs, extra, per doz.		0 23
Eggs, No. 1		0 22
Eggs, No. 2		0 20
Lard, lb., pure		0 15½
Canned Goods—		
Corn, standard, per two dozen		2 25
Peas, standard, 2 dozen		2 30
Plums Lombard		2 25
Peaches		3 55
Strawberries, $4.45; Raspberries		4 60
Toatoes, standard, per 2 doz.		2 85
Salmon, sockeye, 4 doz. talls, case, 1s		9 65
Salmon, pinks, case		4 14
Cohoes, 1's, $5.80; humpbacks, 1's		4 55
Lobster		2 35
Dried Fruits—		
Currants, per lb.		0 13½
Prunes, 70-80, 25's, lb.		0 09¼
Evaporated apples, 50's, lb., 10½c; 25's, 10½c; 35's		0 12

SASKATCHEWAN MARKETS

By Wire

Regina, March 29.—Vinegar advancing. Tapiocas and sagos are higher at 8¼c. All line of canned goods are firm Eggs are slightly lower with inrush of spring. Sugar remains firm.

Produce and Provisions—		
Butter, creamery, per lb.		0 33
Butter, dairy, No. 1		0 26
Cheese, per lb.		0 21¼
Eggs, new laid		0 27
Eggs, fancy, storage		0 22
Lard,)'s, per case	9 90	9 95
Lard, 6's, per case	9 85	10 00
Lard, 10's, per case		9 80
Lard, 20's, per case		3 25
General—		
Beans, Ontario, white, per bush.		4 50
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 60
Cocoanut, lb.		0 23
Cornmeal, bail		2 80
Fleur, 98's		3 25
Rolled oats, 80's		2 45
Rice, per cwt.		4 35
Onions, B.C., 100 lbs.		3 00
Sugar, standard, gran., per cwt.		8 44
Sugar, yellow, per cwt.		7 64
Tapioca and sago, lb.		0 08¼
Walnuts, shelled, 47-49c; almonds	0 45	0 47

Canned Goods—		
Apples, gals., case	....	1 80
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 23
Peas, standard, per 2 dozen	....	2 40
Plums, Lombard	....	2 10
Peaches	....	3 10
Raspberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 dozen case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, Washington, bbl.	1 75	2 25
Celery	....	0 06½
Cranberries, per bbl.	....	10 50
Grapefruit, case	4 00	4 50
Lemons	....	5 50
Navels	4 00	4 75
Potatoes, bushel, B.C.	....	1 15
Rhubarb, 45 lbs.	....	4 75
Dried Fruits—		
Apricots, per lb.	....	0 12
Citron peel, lb.	....	0 24
Lemon peel, lb.	....	0 17
Orange peel, lb.	....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, March 29.—New Brunswick markets quiet this week with few changes. Most interesting feature was break in potato prices which after a record in high levels dropped to $3.50. Approach of spring is bringing out stocks but another advance is anticipated when seeding time arrives. Case eggs are stiffer again at 29c. Lard (compound) is off 13½ to 13¾c.

The scarcity of molasses, which has developed on account of the lack of tonnage to bring the supply from the West Indies and which has left many dealers entirely without stocks has been relieved to a certain extent by the arrival at St. John of the Royal Mail Steam Packet steamer Caraquet with 900 puncheons of molasses on board. There still are no sailing vesels available for the trade and the liners cannot bring nearly enough to meet the demand.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 22	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	29 00	30 00
Butter, dairy, per lb.	0 27	0 30
Butter, creamery, per lb.	0 32	0 34
Eggs, new laids	0 32	0 33
Eggs, case, per doz.	0 27	0 28
Eggs, case, per doz.	0 29	0 30
Lard, compound, per lb.	0 13½	0 13¾
Cheese, new	0 19	0 19½
Flour and Cereals—		
Cornmeal, gran.	....	6 00
Cornmeal, ordinary	....	1 80
Flour, Manitoba, per bbl.	....	7 35
Flour, Ontario	....	6 80
Flour, buckwheat, western, 98-lb. bag	....	3 50
Rolled oats, per bbl.	....	6 25
Fresh Fruits and Vegetables—		
Apples, bbl.	4 00	6 00
Lemons, Messina, box	3 50	4 00
Lemons, Cal., box	5 00	6 00
Oranges, Cal., case	3 50	4 00
Oranges, Florida, case	3 50	4 00
Potatoes, bbls.	....	3 50
Sugar—		
Standard granulated	7 40	7 45
United Empire	7 30	7 45
Bright yellow	7 20	7 25
No. 1 yellow	7 00	7 05
Paris lumps	8 25	8 50
Beans, white, per bush.	4 00	4 50
Canned pork and beans, per case	3 00	3 40
Molasses, Barbadoes, gal.	0 51	0 52
Cream of tartar, per lb., bulk	0 48	0 50
Currants	0 12½	0 13¾
Rice, per cwt.	5 75	6 00

CALGARY GROCERS WANT YEARLY HALF HOLIDAY

Calgary, March 28.—If two-thirds of the retail merchants who handle foodstuff can be induced to sign a petition to be presented to council there will not be any business done in their establishments after 1 o'clock on Wednesdays nor on any day after 6.30 with the exception of Saturdays and a few other days.

This decision was arrived at during a meeting of a number of the retail dealers and was not decided upon until there had been quite a lot of discussion introduced by ex-Alderman Stanley G. Freeze and Robert Wright, which was as follows, was carried:

"The resolution or petition asks the city council to pass a by-law, making it compulsory for all retail grocery, provision, flour, feed, fruit, vegetable, tea, coffee, butcher, fish and meat shops in the city to close at 1 o'clock every Wednesday except Wednesday in weeks in which another holiday occurs, and at 6.30 every day except on Saturdays and the days immediately preceding holidays and the four working days preceding Christmas."

The meeting was presided over by Mr. Jenkins, who with some others opposed the Wednesday afternoon half holiday. This opposition was very strongly against the shorter hours on Wednesday being extended for the full year, though they were not so outspoken in their objection against it for four months in the year. It was claimed that some of the stores would not let their employes off at 1 o'clock but would keep them employed for a greater part of the afternoon.

Mr. Clarke of Crescent Heights said the half-holiday had been effective up in that portion of the city last season and had worked very satisfactory to the merchants and without any inconvenience to the customers.

The last objection which was raised was that the Wednesday night sometimes falls on the 15th of the month and as this was pay day for the railway employes and they could not spend their money that afternoon they would buy more economically afterwards.

George Stoddard said he did not think the railway men would object to the clerks getting a few hours off. Mr. Freeze said if all the stores were closed they could not spend their money and after a little more discussion the resolution carried with only one vote against it.

Storekeeper Versus Merchant

By Henry Clark

A storekeeper is a pessimistic individual who will not subscribe for or read any up-to-date paper which relates wholly to the line of goods he is trying to sell. He is a man who will not advertise in the local paper and damns the local editor in the same breath if he dares to accept any out of town advertising. He is the old fossil of antiquated storekeeping who would not join a state or national association of merchants in his line of business—he would not think of leaving the four walls of his store during his natural lifetime to go to market and brush up on his line. He would rather unlock the door every morning with a grouch on, complain about catalogue competition when the goods people call for have not been on his shelves for months, spend the day about his joint, blowing tobacco smoke into the face of his lady customers, or spitting tobacco on the mop boards, alternating with a tirade of abuse about his competitor, who is a scallywag and a rank price-cutter, etc.

The Merchant

The merchant is a man of decency, progressive and wide-awake. He carries the goods the people want, when they want them. In this way he eliminates a whole lot of such so-called catalogue competition. He realizes competition is getting keener each year, and he must study prices and buy right, so he subscribes and takes several good magazines and keeps posted. He fully appreciates that profits are being cut down, and he must make it up in the turnover by increasing the volume of his business. To do this he advertises in the local paper, lets the people know he is a real merchant, and will meet the price. He observes that system is the first real law of good merchandising, so he has a store well lighted and ventilated, good fixtures, good quality merchandise, bought and well displayed. He employs clerks who have brains and can sell the goods, and he pays them good salaries, as he realizes cheap help is a liability on his business. He belongs to the Commercial Club of his town, and he is a booster for his town and community. In his home life he is a gentleman. In short, he co-operates with every influence in his community which has for its ultimate end the upbuilding and betterment of the town, the people, and the business he and others may be engaged in.

The Vancouver Retail Merchants' Association have moved their offices to the fourth floor of the Pacific Building. The local association, together with the Retail Merchants' Association of British Columbia, have occupied the old quarters at the corner of Hastings and Granville streets, for the past nine years.

THROUGH OTHER SPECTACLES

Canned Salmon Industry Not a Bonanza

From Pacific Fisherman, Seattle.

The great increase in the number of salmon canneries started on Puget Sound in 1915 and the disastrous season which they nearly all, both new and old, experienced, together with the numerous canneries projected for Alaska the coming season, have had the result of forcibly calling the attention of those interested in the conservation of this great industry to the need for some radical change in the near future if it is to be preserved for our children and grandchildren.

On Puget Sound not only has the number of canneries increased, but there has been an even greater proportionate increase in the number of purse seines operated. As a result probably not more than one or two canneries made expenses, while the large majority ran many thousands of dollars behind. In the case of the purse seiners, we are reliably informed that not more than a half dozen of the three or four hundred boats made a profit. And this despite the fact that the raw fish brought more money than ever before.

In 1911, the corresponding year in the cycle, 15 canneries, and none of them with anything like the capacities of the present Puget Sound plants, packed 1,557,029 cases of canned salmon. In 1915 41 canneries packed only 1,269,206 cases, and a good part of the fish to fill these came from British Columbia waters, having been purchased from Canadian fishermen in order to help fill a few at least of the many thousands of empty cans in our plants.

Another danger point is in the Ketchikan district of Alaska. Here the number of canneries has greatly increased of recent years, with a consequent heavy drain on the fishery resources of that section.

The principal cause for the large number of companies now in the business, or preparing to engage in it, is the entirely erroneous idea generally prevalent that it is a bonanza business, and that all a man needs to do in order to get rich quick is to build a salmon cannery. As a matter of fact the coast is strewn with plants which have fallen by the wayside, while the comparatively few successful ones have rarely made but little more than they would have made had they put their money in a much less hazardous industry.

Catalogue House Methods

From New York Journal of Commerce

Not content with the paternalistic assistance the Post Office Department has already given in building up their business and giving them preferential opportunity for competing with the local merchant in his own community, it is reported from the Middle West that the mail order houses have started a movement to persuade the postmasters of that region to correct their mailing lists for them, free of charge and presumably under the impression that it is a part of their official duty. As a result retailers in the farm states where mail orders most commonly operate have called the matter to the attention of the authorities at Washington and are hoping to head off the scheme before it becomes an established precedent among country postmasters.

The letter refers to section 523, article 3, page 301, of the Postal Laws and Regulations as promulgated in 1913, as authority for making the corrections, and then proceeds to interpret those regulations so as to get the maximum of benefit and make the postmaster believe he is obliged to make the changes in the list in order to comply with the regulation. Here is the section of the postal laws and regulations referred to:

"Complete or partial lists of names of patrons shall not be furnished by postmasters, but lists sent to postmasters may be corrected by the crossing off of the names of persons to whom mail cannot be delivered or forwarded, and the lists shall be returned, whether corrected or not, when postage stamps are sent for that purpose. New names or addresses shall not be added."

Here is the letter which is said to have been widely circulated:

To the Postmaster:

To relieve you of the annoyance and waste of both time and labor you experience because of undeliverable mail, and to enable us to keep our files up to date, we are submitting herewith our mailing list of your town and would appreciate it very much if you would kindly correct it in the following manner:

1. Cross off the names of all parties who you are sure no longer receive mail at your office.

2. Whenever the name of more than one person living in the same house appears, cross off those who are not heads of families.

3. Encircle the name of all heads of families.

4. Make whatever corrections you may deem necessary in regard to the rural route, box or street numbers.

You will find your authority for complying with this request under section 523, article 3, page 301, of the 1913 Postal Laws and Regulations.

We also take this opportunity of assuring you that we are at all times willing to cooperate with postmasters and the Post Office Department in everything that will assist in lessening the burdens of either the postmasters or carriers.

We thank you in advance for your kindness and assure you we shall at all times be pleased to consider any suggestions you may have to offer regarding the handling of our mail.

MONTGOMERY, WARD & CO.,
J. J. Kelly, Cat. Circulation Manager.

Buying by Parcel Post

From New England Grocer and Tradesman

Some little time ago, The Times of Washington, D.C., contained an interview with Mrs. Alice E. Whitaker, Chairman of the Home Economics Committee of the District Federation of Women's Clubs, and President of the one pound by this simple, we will not say Housekeepers' Alliance of Washington. In that interview, Mrs. Whitaker touched upon several important points which are of vital interest to retail grocers as well as consumers. From the fact that this lady does not make statements that have not been well considered, what she said is well worth pondering over.

Mrs. Whitaker, in her interview, referred particularly to the problems of buying, speaking of the desirability of the use of scales which indicate the weight of the goods on the side of the scale facing the customer as well as on the opposite side of the counter.

In Massachusetts, we think, nearly all scales in the best markets and grocery stores do so indicate, and as far as the covering of foods displayed in the markets are concerned, another point touched upon by Mrs. Whitaker, Massachusetts has a law, which we are glad to say is very well enforced, requiring that foods exposed for sale shall be screened or protected in glass cases, especially articles that are moist or sticky, like meat and fish, and certain dried fruits, such as raisins, dates, figs and so on.

We are particularly interested in what Mrs. Whitaker says about parcel post buying, because that has been more or less of a fad in the minds of many people, especially in the minds of certain attaches of the government service. Much has been claimed for it. Mrs. Whitaker says many obstacles have been encountered by those who have tried it, and it has been seriously questioned whether parcel post shipping can ever be efficacious. "Personally," she says, "I have taken a deep interest in parcel post buying, but after seeing it in operation, I must admit that I question whether the middle man can be eliminated in our complex state of society. There are too many points to be considered, and on these we hope to get the verdict from the housewives." We would just like to observe right here, that Mrs. Whitaker, we are quite sure, does not wish to get rid of the middle man—she is too sensible a person to entertain such an idea.

Mrs. Whitaker is of the opinion that supplies must be bought from the farmer in larger quantities than the small householder or flat dweller can use but to buy by parcel post, one must plan for days ahead, and many things may upset plans in the household. In the case of poultry, Mrs. Whitaker, through investigation made by her, found that she could at that time buy two broilers at the market for say twenty-five cents a pound; she could get two at the same time in the country for twenty-four cents per pound, but she must dress these fowls; that is, those purchased in the country. For this saving, she asks, will the housewife be willing to take this trouble? We will answer for the housewife, no.

Another difficulty, Mrs. Whitaker goes on to say, is being encountered, namely, the uncertainty of getting what is ordered. This has been a complaint of those who have ordered eggs, only to be told by the producer that the hens are not laying. Of course, consumers can go to the neighborhood grocer and be sure of having an order filled, and the same can be said with reference to the market.

Then there is always the question of intelligent buying, and the housewife is better off, better served and better protected by her grocer than by any more disinterested person.

Reading Trade Publications Desirable

From The Credit Men's Journal

The value of knowing trade conditions throughout the territory in which his firm is doing business is of the greatest benefit and value to the credit man.

There are many methods by which this data can be gathered, but few equal in value the careful scrutiny of the commercial pages of up-to-date newspapers, the trade press, and the bulletins issued by the different departments of the Dominion, as well as the Provincial Governments.

The question of time to consult these mediums is one that is of prime consideration to the average man in charge of a credit department. The multitudinous duties that fall to this end of most businesses make the leisure hour for concentrated thought very difficult to get. But it should be got. Where the press of details keeps a man's mind constantly engaged, his ability to develop new policies, to initiate new movements, to improve his department and all departments of his house is impaired. Time for thought, for studying of conditions, methods, improvements, etc., is just as essential in all realms of commercial life as in scholastic circles, and the best equipped man is the man who takes the time to think out the problems, to study new policies and to concentrate his mind on the needs and requirements of his business for tomorrow, as well as the needs of the immediate hour.

FRUIT AND VEGETABLES

Strawberries Firmer: Potatoes Unchanged

Many Changes on Montreal and Toronto Markets—Warmer Weather Means Better Stocks and Lower Prices—California Celery About Done—Asparagus Selling Well

MONTREAL

FRUIT.—Market shows effect of approach of warm weather and the expected influx of imports from the States in an easier feeling that is becoming evident although it has not yet affected prices to any appreciable extent. Present condition of market is quiet and firm, and unchanged from the mid-seasonal characteristics it has maintained of late.

Strawberries have advanced and are now offered from 50c to 65c a box. Bananas are offered at from $2 to $2.25 a bunch. There is a stronger feeling evident in oranges apparent since their recent advance to $3.25 to $3.75 for navels. Good quality apples are hard to get and firm in consequence although the receipts of all grades were larger this week than usual for time of year. Grape fruit continues to retain the position it has held in the market for the last three weeks and lemons are unchanged.

Apples—		
Fameuse, No. 1's	....	7 00
McIntosh Reds	....	6 00
Starks	....	5 00
Spys	....	7 00
Ben Davis, No. 1	....	4 25
Ben Davis, No. 2	....	3 75
Russets, No. 1	....	6 00
Russets, No. 2	....	5 00
Greenings	....	5 00
Baldwins	4 00	4 50
Bananas, bunches	2 00	2 25
Cranberries, Cape Cod, bbl.	12 00	12 50
Cranberries, Nova Scotia, bbl.	8 50	9 00
Grapefruit, 46-54-64-80-96	2 50	3 50
Lemons—		
California	....	2 75
Verdellis	....	2 75
Messina, 300 size, box	2 50	3 00
Oranges—		
Navels	3 25	3 75
Jamaica, 196-200-216	....	2 50
Porto Rico, 126-150-250-288	....	2 50
Mexican	....	2 25
Pineapples, 18-24 and 30-36	....	5 50
Strawberries, Florida, box	0 50	0 65

VEGETABLES.—Market is quiet and shows general weakness with the advent of increased supplies that are so affecting prices as to lead to expectations of an improved business. The first car of the year of new cabbage has been received and is selling at $3.50 per crate and has had a weakening effect on the price of the old which is now being offered at $1.75. Tomatoes continue to come in plentifully and are selling as per list prices. California celery has been finished for this year but Florida celery is very plentiful and still firm at $3. Boston lettuce has advanced 25c and there is no more Florida lettuce on this market. Good quality red onions are very scarce and firm but a large quantity of poor quality stuff is also on the market. Cauliflower is down to $3.50 per crate. Rhubarb has dropped 25c and is now being offered at $1.25 per dozen. Bermuda parsley is down 10c and is offered at $1.25 largely due to the arrival of Canadian parsley on the market. Spinach is high and very scarce and is selling at $3.50 per bushel, as barrels are now out of this market. Potatoes remain unchanged in price with demand restricted to actual needs.

Artichokes, bag	....	1 50
Beets, bag	....	1 50
Beans, wax, N.Y., per basket	....	4 00
Beans, green, N.Y., per basket	....	4 00
Brussel sprouts, qt.	....	0 15
Cabbage, Montreal, per bbl.	....	1 75
Cabbage, red, doz.	....	0 40
Carrots, bag	0 50	0 75
Cauliflower, crate, single, doz. bunches	....	3 50
Cauliflower, Canadian, doz.	1 00	1 50
Celery, Florida	....	3 00
Cucumbers, fancy, Boston, doz.	....	1 75
Egg plant, N.Y., doz.	....	1 75
Endive Can., per lb.	....	0 20
Garlic	....	0 30
Horse radish, per lb.	....	0 15
Leeks, bunch	0 25	0 30
Head lettuce, Boston, box	....	2 00
Curly lettuce, box 4 doz.	....	2 40
Mint, doz.	....	0 60
Mushrooms, 4-lb. basket	2 00	2 50
Oyster plant, doz.	....	0 50
Onions—		
Montreal, 100 lbs., bag	....	4 00
Spanish, crate	....	6 50
Parsnips, bag	....	1 50
Parsley, Canadian, doz. bunches	....	0 60
Parsley, Bermuda	....	1 25
Potatoes—		
Montreal, 80 lbs., bag	....	1 75
New Brunswick, 80 lbs., bag	....	2 00
Green Mt.	....	2 00
Sweet, hamper	1 75	2 00
Rhubarb, per doz.	....	1 25
Spinach, New York, bbl.	....	3 50
Turnips, bag	....	1 00
Turnips, bag, Quebec	....	1 25
Tomatoes, hothouse, lb.	0 30	0 35
Tomatoes, Florida, 6 basket crate	2 50	3 25
Watercress, Boston hothouse, doz.	....	0 75
Watercress, Canadian, doz.	....	0 40

TORONTO

FRUIT.—Bananas are much in demand, and stocks in this market are a trifle on the light side just now, hence an advance in price to $2.75. Navels have a much wider range, according to size, though they are down in price generally, and are quoted anywhere from $2.50 to $3.75. Pears are off entirely. So are tangerines. These have had a good run this year, by the way better than in previous seasons. Strawberries are slightly firmer, and are up a nickel to 65 cents. Other lines show little change. War weather is bringing more ample supplies, particularly of American stuff. Trade is buying fairly well, though orders are somewhat small in bulk.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	6 50
Apples, Baldwins, bbl., No. 1	3 00	5 00
Apples, Greenings, bbl.	3 00	5 00
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 00	2 50
Bananas, per bunch	2 00	2 75
Cranberries, bbl.	....	12 50
Grapefruit—		
Florida, case	3 80	4 00
Cuban, case	3 00	3 50
Oranges—		
Florida, case	3 50	4 00
Navels	2 50	3 75
Marmalade, case	3 25	....
Kings, case	5 75	6 00
Lemons, new, Calif., box	3 25	3 50
Lemons, new, Messina, box	3 00	3 25
Limes, per 100	....	1 50
Pineapples, Florida	5 50	6 00
Strawberries, Florida, box	0 55	0 65

VEGETABLES.—Asparagus is selling by the bunch now, rather than by the dozen, and we quote 65 to 75 cents. There is a fair demand. Cabbage is up to $3.50 a case for No. 1 stuff. Carrots are higher on a good demand and slight stocks, and we quote $1.25. Cauliflower on the other hand shows a marked decline as stocks become more plentiful, and levels run about $3 to $3.25. Head lettuce is coming in freely now and shows a decline. Potatoes are unchanged. Prices are fairly firm. B.C. stuff is apparently not selling, Ontarios and Delawares dividing the business. Radishes, rhubarb and turnips get cheaper as bigger supplies come along. General business pursues the even tenor of its way, with little feature. Market conditions at this time of year reflect one main circumstance; a cheapening of prices as the warm weather makes supplies more abundant.

Asparagus, bunch	0 65	0 75
Artichokes, doz.	1 25	1 30
Cabbage, new, case	3 00	3 50
Beets, Canadian, bag	0 60	0 70
Carrots, new, doz. bunches	0 75	1 25
Cauliflower, case	3 00	3 25
Celery, Cal., case	6 50	6 75
Celery, Florida, case	2 75	3 00
Cucumbers—		
Hothouse, doz.	2 25	2 50
Onions—		
Choice, Canadian	2 75	3 00
American, 100-lb. bag	3 75	4 00
Spanish, large case	6 00	6 25
Green, doz., bunches	0 10	0 60
Lettuce, leaf, doz.	0 95	0 35
Lettuce head, hamper	2 75	3 00
Mushrooms, imported, 6 qt.	2 25	2 75

(Continued on page 40.)

PRODUCE AND PROVISIONS

New Laids on the Toboggan

All Prices Much Lower—Chicago Egg Can't Compete at Present—Firmness in Butter Levels—Geese on the Poultry Market—Lard Prices Up Again

MONTREAL

PROVISIONS.—Undertone of market continues firm as a result of increased price of hogs which has affected all pork products and caused further advances of ¼c all round in lard compounds which are 13¾c in tierces and of one cent. in breakfast bacon and boiled hams which are now selling at 24c and 32c respectively. Smoked meats are stronger and there is a good demand for immediate requirements and a stronger undertone is evident in the lard market. Abattoir dressed hogs are in good demand at 14½c and live hogs sold last week at 11½c. Trading is on the whole active and shows a general tendency toward increased prices owing to short deliveries.

Hams—		
Small, per lb.		0 21
Medium, per lb.	0 20	0 21
Large, per lb.		0 19
Backs—		
Plain, bone in		0 24
Boneless		0 29
Peameal		0 29
Bacon—		
Breakfast, per lb.		0 24
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 32
Hams, roast, per lb.		0 32
Shoulders, boiled	0 26	0 27
Shoulders, roasted		0 27
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess		27 00
Heavy short cut clear		27 50
Clear fat backs		30 00
Clear pork		28 00
Lard, Pure—		
Tierces, 350 lbs. net		0 15
Tubs, 50 lbs. net		0 15¼
Tins, 50 lbs. net		0 15¼
Pails, wood, 20 lbs. net		15½
Pails, tin, 20 lbs. gross		0 15
Cases, 10 lb. tins, 60 in case		0 15¾
Cases, 3 and 5-lb. tins, 60 in case		0 16¾
Bricks, 1 lb., each		0 17½
Lard, Compound—		
Tierces, 375 lbs. net		0 13¾
Tubs, 50 lbs. net		0 14
Tins, 50 lbs. net		0 14
Pails, wood, 20 lbs., net		0 14¼
Pails, tin, 20 lbs. net		0 14½
Cases, 10-lb. tins, 60 in case		0 15¼
Cases, 3 and 5-lb. tins, 60 in case		0 15
Bricks, 1 lb. each		0 16
Hogs—		
Dressed, abattoir killed		0 14½

BUTTER.—Market is very firm with indications all pointing to a stronger feeling in the event of any export trade developing as deliveries are light and insufficient to stand the strain of any outside demand. Local demand is the chief feature in the improved state of the market as comparatively small amounts are going to outside points, although enquiries are on the increase for fine to finest creamery from outside sources. Receipts are smaller than last year at this time but the new milk made butter is beginning to put in an appearance and is expected to swell receipts before long.

Butter—	
Finest creamery, September make	0 35
Finest creamery, fresh made	0 33
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 23

EGGS.—Market is down 2c. and continues to be governed by an easy feeling that caused declines during the week that have been succeeded by a slightly firmer feeling for the moment in sympathy with the strength exhibited on the Chicago market, but the general tendency is still a downward one. Stocks are slightly scarce, but those on hand are moving freely, and it is expected that with the advent of increased supplies that eggs will have to be stored and prices put on a packing basis. Canadian eggs are coming along more freely and in the country dealers are paying 23c and 24c for eggs which are being offered at from two to three cents higher here.

Eggs, case lots—	
New laid, stamped	0 26

CHEESE.—Market remains firm with no changes to report in any important feature although there is little trading activity to report as stocks are light and prices tend to discourage buying which is pretty well restricted to actual needs. New make is not yet offered in sufficient quantities to materially affect market but prevailing high prices are considered likely to increase the natural output and hasten its appearance on the market.

Cheese—		
1915 make	0 19	0 20
Stilton		0 21

POULTRY.—Turkeys are up one cent and are now offered at from 27c to 29c, otherwise there are no price changes to record. Prospects for new crop are better but present situation tends to become more acute all the time with the using up of the small stocks on hand and the shortage of supplies in sight which are so limited that with the consumption of present stocks it is thought that the market will be forced to wait on new crop arrivals. There is a steady demand that is somewhat restricted in bulk because of the high prices prevailing. Arrivals of fresh killed are limited and have had but very little effect on the disposal of the frozen stocks that are the chief factor in the market.

Poultry—		
Frozen stock—		
Turkeys	0 26	0 28
Fowl, large	0 20	0 21
Fowl, small	0 16	0 19
Ducks		0 20
Geese	0 17	0 18
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Pigeons, pair	0 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 22	0 23
Fowl, small	0 18	0 21
Turkeys	0 22	0 25
Ducks	0 25	0 28
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—Market is steady, quiet and unchanged with the tone of the market steady and a fair amount of business passing. Supplies on hand have been drawn on to some extent by the recent Western demand but are still in sufficient quantity to care for the normal demand that exists at present.

Honey—	
Buckwheat, tins	0 09½
Strained clover, 60-lb. tins	0 12
Strained clover, in 10-lb. tins	0 12½
Strained clover, in 5-lb. tins	0 12½
Comb honey, white clover, per section.	0 16
Comb honey, buckwheat, per section..	0 13

TORONTO

PROVISIONS.—Once more, all lard prices show a slight increase, part and parcel of a general firmness in pork products. Pure lard shows a quarter cent advance and compound roughly about the same. Breakfast bacon is a trifle easier. Meats generally are somewhat slow, a characteristic circumstance of a Lenten market.

Hams—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 20	0 21
Large, per lb.	0 15	0 17
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 21	0 24
Roll, per lb.	0 17	0 18
Shoulders, per lb.	0 17	0 18
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16½
Long clear bacon, small lots	0 16¼	0 16½
Fat backs, lb.	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 29

Hams, roast, per lb.	0 27	0 29
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	27 00	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13¾	0 14
Tubs, 60 lbs.	0 14	0 14¼
Pails	0 14¼	0 14½
Tins, 3 and 5 lbs., per lb.	....	0 14¾
Bricks, 1 lb., per lb.	....	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 13	0 13½
Tubs, 50 lbs., per lb.	0 13¼	0 13¾
Pails, 20 lbs., per lb.	0 13½	0 14
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—The market has taken on a firmness which has been a stranger for a couple of weeks. Creamery prints are not higher, but they are stronger and may advance. The make in the country is much lighter. Creamery solids are up one cent and firm at that. Dairies show a rise of at least one cent in both grades. So do bakers. Creameries rumor a lack of production this season, urging a lack of skilled labor as reason. This, they claim, will induce country handlers to ship cream instead of bothering to turn it into butter.

Creamery prints, lb.	0 34	0 36
Creamery solids	0 32	0 33
Dairy prints, choice, lb.	0 29	0 32
Dairy prints, lb.	0 25	0 27
Bakers	0 24	0 25

CHEESE.—The situation shows nothing new. Prices remain firm and high. England is firm, though not actually higher. Export remains important factor as ever.

Cheese—		
New, large, per lb.	....	0 19
New, twins, per lb.	....	0 19¼
Old, large, per lb.	....	0 19½
Old, twins, per lb.	....	0 19¾
Old, triplets, per lb.	....	0 20

EGGS.—New laids have fallen no less than three cents during past week, and this has put the Chicago egg temporarily out of the question. Receipts from Ontario points have been very heavy all week, the number of cases day after day showing increase, until a bottom level was reached which made the Chicago egg no good at all as a competitor. Wholesalers were quoting 27 to 28, in cartons, and a cent less ex-cartons this week. They were offering 22 and 23 cents recently at country points, free cases, Toronto basis, but no higher than 22 cents is offered at time of writing. The new laid, at least, is on the toboggan.

Eggs—		
New laids, specials, in cartons	0 27	0 28
New laids	0 26	0 27

POULTRY.—No appreciation on last week's prices has followed, though all levels are well enough supported. Chicken, particularly milk fed seems to be in good demand. Geese are coming in now, and we quote 10 to 12 for live and five cents more for dressed.

Poultry—	Live	Dressed
Old fowl, pound	0 16—0 18	0 17—0 19
Old turkeys	0 18—0 19	0 20—0 23
Ducklings	0 11—0 14	0 16—0 20
Turkeys	0 18—0 20	0 23—0 27
Chickens	0 16—0 18	0 20—0 23
Chickens, milkfed	0 17—0 20	0 25—0 26

HONEY.—Demand remains hand to mouth, and prices show no change.

Honey—		
Buckwheat, bbls., per lb.	0 07	0 07½
Buckwheat, tins, per lb.	0 07½	0 08
Clover, 50 lb. tins, per lb.	....	0 13½
Clover, 10 lb. tins, per lb.	....	0 14
Clover, 5 lb. tins, per lb.	....	0 14
Comb, No. 1, doz.	2 50	3 00
Comb, No. 2, doz.	2 00	2 40

WINNIPEG

PRODUCE AND PROVISIONS.—Continued cold weather has had effect of reducing current receipts of eggs. The market has fluctuated considerably during past week, and a further snowfall is liable to tighten market up again. Quotations on new-laids last week were 23-23½c. There is not enough coming in. The hog market is still high—around $10.10, and prices of meats remain about same. There has been a slight decline in creamery butter, which is now offered at 34c. The butter market still remains comparatively easy. Cheese remains in about same position as it has been for weeks back.

Hams—		
Light, per lb.	0 20	0 21
Medium, per lb.	0 18	0 19
Large, per lb.	0 15	0 16
Bacon—		
Breakfast, per lb.	0 21	0 22
Breakfast, select, lb.	0 26	0 28
Backs, per lb.	0 22	0 25
Dry Salt Meats—		
Long clear bacon, light	....	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 29
Shoulders, boiled, per lb.	0 23	0 24
Barrelled Pork—		
Mess pork, bbl.	....	27 00
Lard, Pure—		
Tierces	....	0 14½
Pails	....	2 97
Cases, 10s	....	9 15
Cases, 5s	....	9 23
Cases, 3s	....	9 30
Cartons	....	0 16
Lard, Compound—		
Tierces	....	0 12¼
Tubs, 50s, net	....	6 25
Pails, 20s, net	....	2 60
Butter—		
Creamery	....	0 34
Best dairy	....	0 28
Cooking	....	0 20
Eggs—		
New laids	....	0 23
Cheese—		
Ontario, large	....	0 20¼
Ontario, twins	....	0 20½

FRUIT AND VEGETABLES

(Continued from page 38.)

Parsnips, bag	0 75	0 90
Parsley, doz.	1 15	1 25
Peppers, green, case	3 00	4 00
Potatoes—		
N.B. Delawares, bag	1 90	2 00
Ontario, bag	....	1 85
Sweet, kiln-dried, hamper	....	1 35
Radishes, doz.	0 40	0 45
Rhubarb, doz.	0 90	1 15
Spinach, bbl.	3 50	3 75
Sprouts, qt.	0 10	0 12
Tomatoes, hothouse, lb.	0 20	0 30
Turnips, bag	0 50	0 45

WINNIPEG

FRUIT AND VEGETABLES.—New arrivals this week include asparagus, quoted at $8 per case, and new cabbage, which is selling for 3½c per lb. Strawberries are arriving more freely, and the first car is expected this week. Before long the price will be down to $4 for 24 pints. The potato situation is unchanged. Florida tomatoes are arriving more freely, and quotation has dropped to $4 per case.

Fresh Fruits—		
Grapefruit, case	....	4 00
Strawberries, Florida, quart	....	0 60
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1s	....	2 00
B.C. box apples, No. 2s	....	1 75
Wasbington box apples	....	2 50
Navel oranges, case	3 25	4 00
California lemons	....	4 50
Bananas, bunches	2 50	3 50
Jersey cranberries, box	....	4 50
Malaga grapes, kegs	....	15 00
Vegetables—		
Asparagus, case	....	8 00
Cabbage, new, lb.	....	0 03½
Cabbage, per lb.	....	0 02½
Peppers, per basket	....	0 75
Mushrooms	....	0 90
Carrots, per lb.	....	0 02
B.C. potatoes	....	1 25
Alberta potatoes	....	1 00
Sweet potatoes, hamper	....	2 25
Garlic, per lb.	....	0 25
Turnips, bushel	....	0 60
California head lettuce, case	....	4 50
California cauliflower, doz.	....	3 50
Valencia onions, cases	....	7 50
Red Globe onions, lb.	....	0 04
Head lettuce, doz.	....	1 00
California celery, doz.	....	1 50
Florida tomatoes, case	....	4 00

DEVELOPING FISH EXPORTS

Some months ago in response to a request from the British Board of Agriculture, an inquiry was made as to the possibility of obtaining fish supplies in Canada for the United Kingdom. Investigation was made, information was gathered and a complete report of Canada's facilities in that respect forwarded to the British Government. Along with this were sent samples of fish gathered and forwarded by the Department of Fisheries. These included cod, haddock, pollock, whitefish, mackerel, herring, flounders and witches, all frozen fish, together with frozen smoked haddocks, fillets, bloaters and kippers.

In due course these arrived, placed in cold storage and were afterwards distributed to the principal fish markets in the United Kingdom. Reports have been received thereon and these are favorable as regards quality of fresh haddock, witches and smoked fish generally, although complaint was made in all cases that sufficient care had not been taken in splitting or filleting the smoked fish and also in packing and freezing. These, however, are matters that can easily be remedied, and as the quality was reported good on the whole, the outlook is favorable.

In case the fish buyers and merchants of Great Britain wish to enter into business relations with Canadian fish exporters, the British Board of Agriculture and Fisheries have supplied from the Export Directory of Canada lists of firms exporting various categories of Canadian fish, and are furnishing copies of these lists on application. They are also referring for further information to the Canadian Trade Commissioner in London, Harrison Watson, 73 Basinghall street, London, E.C. Any persons interested in the export of Canadian fish to Great Britain should communicate with Mr. Watson at the last-named address.

The London (Eng.) Daily Mirror publishes the following: (Censored for the benefit of Canadian readers). "I don't like the oil you cook your fish with," complained the epicurean customer in an English fried fish shop. "It ain't the oil we use," replied the diplomatic salesman. "It's the gasoline from them sunken U boats wot flavors the fish these days!"

FISH AND OYSTERS

Record Prices for Haddock and Cod

The Fish Dealers' Dilemma—Scarcity of Frozen and Late Arrival of Fresh Fish—Haddock and Cod Soaring, and Firm at That

MONTREAL

FISH.—Trade has continued to keep very active and market firm and in consequence of the free movement of stocks the latter have been reduced to a minimum. This applies more particularly to frozen fish lines which except in a few cases are completely cleaned out so that advances occur from day to day that are only occasionally offset by declines only as the presence of newly arriving stocks are felt on the market but the general tendency is decidedly an upward one. This state of affairs is helped by the scarcity of fresh fish which owing to the lateness of the season and the stormy weather are exceedingly scarce. Haddock has been sold lately at from 11c to 12c per lb., a record price. The fact that Lenten season is only half over has a firming effect on the market in spite of prevailing high prices. In pickled and salt fish lines demand has not been up to expectations. Herring, salmon and trout are pretty well sold out, but good supplies of cod fish in all lines are obtainable at moderate prices. In smoked fish market is pretty well cleaned up except for small quantity of kippers and bloaters. Lobsters continue to be high. Bulk and shell oysters are inactive without any feature of note. Trade here is now looking forward to early arrival of fresh fish that improved weather conditions are expected to bring into this market.

TORONTO

FISH AND OYSTERS.—Stocks of fresh fish are late arriving this year, and are comparatively small on this market. This is a pity because demand is unprecedentedly heavy. Trade is expecting fresh stuff in larger quantities, and has been doing so for some weeks. Their arrival has not materialized yet, however. Trade is, therefore, caught between two fires, as it were. Frozen fish is, in most cases, out of sight. Cod is up to 10 and 12 cents; and haddock sells freely at 10 cents. Lenten demand has been larger than usual. Stormy weather some weeks back continues even to-day, and these two conditions alone make a firm market for frozen lines. Add to that the belatedness of the fresh fish, and you have a dilemma for the fish dealer.

Salmon and trout continue to sell, and winter caught whitefish is a good old reliable. Inroads upon this last have been heavy, however, and price is firm. In fact the whole market rules very strong. Smoked and pickled lines are in big demand, and stocks are none too good. Oysters show no change. Lobster once more is out of sight.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.08-.08½	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.09	.09
Haddies, fillets, per lb.	.12	.11
Herring, Ciscoes, baskets	1.25	1.50
St. John bloaters, 100 in box	1.20	1.25
St. John bloaters, per box	1.00	1.00
Yarmouth bloaters, 69 in a box	1.20	1.25
Smoked herrings, large, box	.16	.15
Smoked herrings, medium, box	.16	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kippered herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.11	111
Red Cohoes, dressed, lb.	.12	.11
Pale qualla, dressed, per lb.	.10	.08
Halibut, white western, large and medium, per lb.	.11-.12	.10-.12
Halibut, eastern, chicken, per lb.	.11	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.10	.10
Market codfish, per lb.	.05	....
Steak codfish, per lb.	.10	.10
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.16	.18
Smelts	.11	.13
Smelts, extras	.15	.20
Herrings, per 100 count	3.00	3.00
Round pike	.07	...
Grass pike, dressed	.08	...
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.		
Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	0 15 1 80	0 15 1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 70	1 75
Standard, bulk, gal	1 40	2 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 60	....
Best scollops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	0 75
Rockaways, 100	....	1 50
Blue points, small	....	1 00
Blue points, large	....	1 50

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	....	0 60
Little necks, per 100	1 25	1 50

FRESH SEA FISH.	Montreal	Toronto
Halibut	13 —14	12 —14
Haddock, fancy express, lb.	9 —10	9 —10
Mackerel, medium, each	14 —15	.....
Steak, cod, fancy, express, lb.	10 —11	10 —12
Herrings, each	3	3
Flounders	10	3
Flounders, New York	....	14
Salmon, Western	15 —16	20 —22
Salmon, Eastern	15 —16	....

FRESH LAKE FISH.		
Carp, lb.	0 12	....
Pike, lb.	6 10	6 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 06	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Eels, lb.	0 10	0 06
Dore	11-12	0 13

FROZEN LAKE AND RIVER.		
Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress or ound, lb.	.08½-.09	.08-.13
Pike, dressed and headless, lb.	.07-.07½	.07
Pike, round, per lb.	.06½-.07	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Raffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, .S., bbls. 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 50	....
Herrings, Labrador, half bbls.	3 50	3 50

WINNIPEG

FISH AND POULTRY.—It is difficult to give any information regarding the poultry market here, as practically no live stock is being offered, and all the dressed stuff is Eastern, and very little of that. The demand is very good. There are no turkeys in sight. The price of haddies remains about the same as it was a week ago, and it is expected in a few days the supply will be exhausted. Fresh supplies are not expected here until May. There is no fresh halibut on the market yet, and frozen is being offered at 8½-9c. Outside of haddies, there is very little scarcity, and most of the Winnipeg companies have stock sufficient to last them until May 15th, when fresh stuff begins to arrive.

Fish—		
Frozen salmon	....	0 10
Frozen halibut	0 08½	0 09
Pickerel	....	0 07½
Steak cod, per lb.	....	0 08
Lake Winnipeg whitefish	....	0 09
Finnan haddie	0 09½	0 1[illegible]
Kippers, per box	....	2 [illegible]
Lake trout, per lb.	....	0 10
Bloaters, per box	....	2 00
Salt ackerel, 20-lb. kit	....	3 00
Smoked gold-eyes, doz.	....	0 50
Oysters, per gal.	....	2 50
Oysters, on sbell, doz.	....	0 25
Poultry, Live—		
Fowl	....	0 15
Roosters	....	0 11½
Chickens	....	0 15
Turkeys	....	0 19
Ducks	....	0 13
Ducklings	....	0 14
Geese	....	0 12
Poultry, Dressed—		
Ducks, No. 1	....	0 24
Fowl, No. 1	....	0 20
Turkeys, No. 1	....	0 30
Geese, No. 1	....	0 22

FLOUR AND CEREALS

Weakness in Ontario Flour

This is Only Interesting Spot in Grain Market—Wheat Slightly Stiffer — Cornmeal Firm on Advance in American Corn—No Interest in Feeds

MONTREAL

FLOUR.—Embargo continues to be feature of market that shows no changes in any of its leading features. Operations of some millers have been greatly restricted by operation of the embargo; others report less interference with trade as a result of its geographical location. Shortages are reported from some parts as result of the universal congestion and delays in transit and repeat orders are being held up in consequence. Conditions point to an increase of business with the lifting of embargoes and cleaning up of congestion. Conditions in general show an improvement over last week in an increased number of inquiries at the lower prices prevailing in a steadier market.

Winter wheat flour has shown further weakness during the week, chiefly as result of the embargo. Prices are all nominal and very irregular and there is a tendency to take whatever is offered by holders of big stocks. Little business is reported owing to inability of shippers to get their stuff moved and the demand is so small that even the attraction of bargain prices has not noticeably attracted buyers.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 60
Second patents	6 10
Strong bakers	5 90

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 85	6 10
90 per cent., in wood	5 60	5 80
90 per cent., in bags	2 70	2 75

CEREALS.—Market is fairly firm, quiet and steady with no changes of note to report other than a slight decline of the normal trade that has been ruling the market for some time past. The slackened demand has created a slightly easier feeling that has not as yet materially affected prices. Raw oat market has shown firmness during the week but this is partially offset by the advent of warmer weather.

Cornmeal—	Per 98-lb. sack
Gold dust	2 75
Rolled Oats—	90's in jute.
Small lots	2 75
25 bags or more	2 60
Packages, case	3 90 4 00
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled Wheat—	100-lb. bbls.
Hominy, per 98-lb. sack	4 00
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 65
Rye flour, bag	2 65 2 80
Barley, pot	3 00
Barley, pearl, lb.	0 04½

FEEDS.—There continues to be an easy undertone on a firm market of which the embargo is the chief feature that is proving effective. An unsettled and erratic condition continues to rule. Prices remain unchanged with no lessening of the easy feeling dominant last week although stocks are moving very freely and in good demand particularly in bran, of which spot stocks are none too large. Inquiries that tend to indicate a trade in futures as a feature of the present market.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chop, ton	32 00
Crushed oats, ton	33 00
Oats, chop, ton	33 00
Barley, chop, ton	32 00
Feed oats, cleaned, Manitoba, bush.	0 55
Feed wheat, bag	1 80

TORONTO

FLOUR.—The market has grown somewhat dull and uninteresting. Wheat at time of writing, is definitely a little stronger in tone, though strangely enough quotation given in this column last week at this time is virtually the same as to-day—No. 1 Northern, in store at Fort William, $1.09½. As to flour, trade is buying pretty much hand-to-mouth and there is no feature. Export appears to be pretty dead at present. Mills are not grinding much of course, and haven't been for some weeks. freight situation is still a hampering-factor, and it is questionable whether there will be very much doing till somehow or other that is cleared up. Winter wheat flour shows a reduction of about ten cents. there being a falling-off in demand. Even lessened levels have no interest for the trade apparently, which has all it needs in the way of stocks.

Manitoba Wheat Flour—	Small lots. per bbl. of	Car lots. 2 bags
First patents	6 70	6 50
Second patents	6 20	6 00
Strong bakers	6 00	5 80
Ontario winter wheat flour, 90 per cent. (Board of Trade quotation)	4 30	4 20

CEREALS.—American corn is the only big spot in the cereal market and that has resulted in a firmness for cornmeal. Rolled oats are easier, warmer weather having offset, to some extent, diminished stocks. General list is unaltered in price and condition.

Barley, pearl, 98 lbs.	4 70	4 90
Buckwheat grits, 98 lbs.	....	4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	....	2 50
Grabam flour, 98 lbs.	....	3 25
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	2 76
Oatmeal, granulated, 98 lbs.	....	2 76
Peas, Canadian, boiling, bush.	....	3 00
Peas, split, 98 lbs.	....	6 00
Rolled oats, 90-lb. bags	....	2 55
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.	....	2 80
Whole wheat flour, 98 lbs.	....	3 25
Wheatlets, 98 lbs.	....	3 50

FEEDS.—Not even the fact that the mills are grinding little flour these days, and therefore not turning out much in the way of feeds stirs that market to any extent. Business is dull. Buying is hand to mouth, stocks in purchasers' hands being ample, apparently. There is no feature.

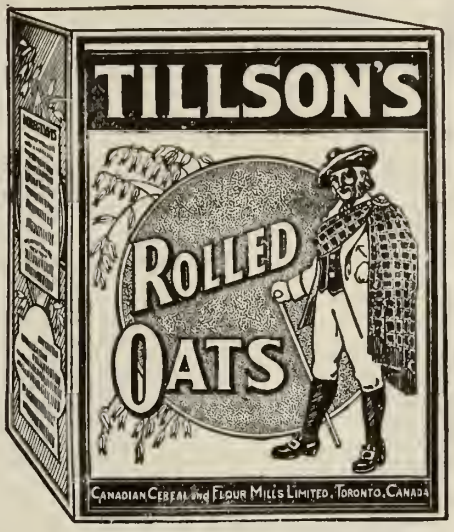
Mill Feeds—		Mixed cars per ton
Bran	....	24 00
Shorts	....	25 00
Special middlings	....	26 00
Feed flour, per bag	1 60	1 70
Oats—		
No. 3, Ontario, outside points	0 41	0 42

WINNIPEG

FLOUR AND CEREALS.—The weak rolled oats market has had the effect of bringing down prices of quite a number of cereals. Efforts were made by millers to keep wheat flakes at $3.90 per case, but they have been compelled to drop them now to $3.75 in sympathy with rolled oats. Rolled oats have also brought down oatmeal, which is now selling at $2.50 for 98 lbs. Cornmeal has declined to $2.40. The reason for the latter is that corn is moving more freely in the South. Rolled oats still remain easy, and demand is below normal. The flour market is absolutely featureless, which is also true of wheat. The flour demand is off, and the export demand is practically nil on account of the embargo. Feeds are quiet, and mixed chop has been dropped to $28 per ton.

Flour—		
Best patents	....	6 30
Bakers	....	5 80
Clears	....	5 10
XXXX	....	4 10
Cereals—		
Rolled oats, 80 lbs.	1 90	2 00
Rolled oats, pkgs., family size	....	3 75
Wheat flakes, case	....	3 75
Oatmeal, standard and gran., 98 lbs.	....	2 50
Cornmeal, 98 lbs.	....	2 45
Feeds—		
Bran, ton	....	18 00
Shorts, ton	....	20 00
Middlings, ton	....	20 00
Mixed chop, ton	....	28 00

Unvarying Satisfaction



is the real result obtained through selling

Tillson's (fine cut) Oatmeal, Tillson's Rolled Oats, (a food not a fad), Tillson's Scotch Health Bran, Rainbow Flour (for bread), Gold Seal Flour (for pastry).

The Sequel is:

Repeat business—more steady profits. Send for our free window display which has helped hundreds of Canada's best grocers to start the cereal trade coming their way.

Mail Your Request To-day.

CANADIAN CEREAL AND FLOUR MILLS CO., LIMITED

TORONTO, ONTARIO

There are better profits on Hirondelle (Swallow) and L'Etoile (Star) Macaroni

Being made right here in Canada, there is no high customs duty to cut in on and reduce your profits.

And, besides, the quality of these home-made paste products is in every way equal, if not superior, to the most expensive imported macaronis.

The best wheat in the world —Manitoba Hard—is the only variety used in the manufacture of "L'Etoile and Hirondelle," while the scientific manufacturing process brings out all the sweet, delicious wholesomeness of the natural grain.

Our *Consumer Advertising* is creating a constantly growing demand for these appetizing products. This fact, together with our *Favorable Prices* and *No Customs Duty,* makes it well worth while to push the sales of *Hirondelle and L'Etoile Macaronis.*

Your wholesaler has them.

C. H. Catelli, Limited

MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg

C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.

	Per doz.
Apricot	$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 26
Strawberry	2 30

CATSUPS

In Glass Bottles

	Per doz.
½ Pts. Delhi Epicure	$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 90
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS, with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 20
Family Baked Beans, Tomato Sauce, 2 doz. to cs.	1 22½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 22½
3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass, Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47½
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 09
30's Tin or Wood, one pail only, lb.	0 09

BLUE

Keen's Oxford, per lb.	$ 0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS

WHITE SWAN	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	$2 70
Buckwheat Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Pancake Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 60
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

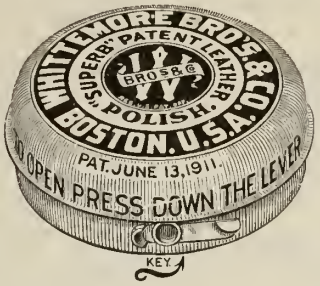
COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS., U.S.A.



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Black Oil Polish. The only Ladies' Shoe Dressing that positively contains oil. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"QUICK WHITE" (Liquid) makes dirty Canvas shoes clean and white. A sponge in every package, so always ready to use. Retails for 10c. and 25c.

"SUPERB" (a paste) for polishing Patent and Shiny Leather Boots and all Shiny Leather Articles. Cover remover attached to each box. (See cut.) Retails 10c.

"DANDY" RUSSET COMBINATION. For cleaning and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "Star" russet combination (10c size). Russet, Brown and Ox Blood Pastes (5 sizes of each color).

"ELITE" BLACK COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size.) **"ELITE" PASTE** in 5 sizes.

"ROYAL GLOSS" self-shining dressing, for ladies' and children's black shoes. (See cut.) Retails for 10c.

Ask Your Jobber's Salesman For *Whittemore's Shoe Polishes*

WHITTEMORE BROS. CORP., BOSTON, MASS., U.S.A.

Thousands of dollars have been spent telling the public about Chase & Sanborn's High-Grade Coffees. Thus we spare no effort to bring the trade to your store, trade that is usually worth having.

CHASE & SANBORN
Montreal

VAN CAMP'S PORK and BEANS
With Tomato Sauce.
They are incomparable.
VAN CAMP'S
Concentrated Soups—18 Varieties.
They have the Connoisseur's Exquisite Flavor.

VAN CAMP'S TOMATO CATSUP,
Made from Perfect Ripe Tomatoes only
"The taste of quality lingers."

Made at the largest and oldest Pure Food Product Plant in America.
Over three and one-half million cases packed yearly.

Canadian Representatives:

W. H. ESCOTT & CO.
LIMITED
Wholesale Grocery Brokers and Manufacturers Agents
Winnipeg, Regina, Saskatoon, Calgary, Edmonton

Write us. Write our branches.

Every Day Is Pay Day

THAT'S right—every day you work **our plan**, your pay is given you. "Pay yourself first" that's the idea of our representative plan. When you devote ten hours daily acting as our representative—your pay is sure and certain.

We need a hustling representative right in your district. A young man capable of producing good business, preferably one with salesmanship experience. The position will pay big money to one with enthusiasm, energy and ability. Do you know, or are you such a man?

If you are and are willing to exchange **your spare time**, representing our publications, **we will** show you how that same spare time, properly used, **will produce** for you as much **cash** as your regular income.

Does this interest you, if so write us TO-DAY and we will tell you all about it.

The MacLean Publishing Co.
LIMITED
143-153 University Avenue, Toronto, Ont.

(Unsweetened Chocolate)

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections.	Per doz.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

5 Box lots and upward—Freight prepaid up to 50 cents.

	Per case
Eagle Brand, each 48 cans	6 65
Reindeer Brand, each 48 cans	6 40
Silver Cow, each 48 cans	5 90
Gold Seal, Purity, each 48 cans	5 75
Mayflower Brand, each 48 cans	5 75
Challenge, Clover Brand, each 48 cans	5 25

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 40
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans.	4 50
COCOA. Reindeer Brand, each 24 cans	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN

1 lb. square tins, 4 doz. to case, weight 70 lbs.	0 36
1 lb. round tins, 4 doz. to case, weight 30 lbs.	0 34½

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31
1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, weight 45 lbs., per lb.	0 27

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight 3 lbs.	$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottle, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

	Per doz.
½ oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c.	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c.	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c.	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each, $10	7 50
Gallons, each, retail each $18	14 50

GELATINE

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.50; 2s, $5; 6s, $18.

Boiled Beef, 1s, $2.50; 2s, $5; 6s, $18.

Jellied Veals, ½s, $1.50; 1s, $3; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.50.

Beefsteak and Onions, ½s, $1.50; 1s, $2.90; 2s, $5.40.

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making a hit.

Strawberries

Fresh from the South

Now arriving daily in cases of 24 pints; quality good and prices down.

Oregon Cauliflower

Large white heads, extra fine quality.

Tomatoes

Peters Famous Pack.

All the seasonable lines of

Fresh Fruits and Vegetables.

White & Co., Limited

Importers

TORONTO

Branch at Hamilton

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered Trade Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

This space would cost you only $2.10 per issue for one year.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and Herring

Fresh Frozen Trout and Herring

Lemon Bros.

OWEN SOUND, ONT.

Everybody

Says:

"Traenzzi has certainly given good Lemons this season."

We add:

"As usual."

J. J. McCabe

Agent

TORONTO

B. B. B.

Star Brand

Boneless Breakfast Bacon, Sugar Cured and the choicest on the market. Come in now with your orders for Easter stock. Prices will not be lower, they may be higher. Made under Government Inspection.

F. W. Fearman Co.
Limited
Established 1854
HAMILTON

Brooms of Quality

may always be had by ordering our brands. We have them at $3.00, $3.25, $3.50, $3.75, $4.00, $4.25, $4.50, $4.75, $5.00, $5.50, $5.75, $6.00 per dozen.

FACTORY and MILL Brooms $3.75, $4.25, $4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs. ..... .06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. ..... .06¾
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .07¼
Barrels, 200 lbs. ..... .06¾
Kegs, 100 lbs. ..... .06¾
Lily White Gloss—
1-lb. fancy carton cases 30 lbs. ..... .07¾
8 in case ..... .08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA
In boxes only.
Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages Mixed 3 30

SYRUP
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

2-lb tins, 2 doz. in case.....$2 65
5-lb. tins, 1 doz. in case.... 3 90
10-lb. tins, ½ doz. in case.. 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40
3 lb. Perfect Seal Jar, 1 doz. in case 2 70

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFINING CO.
Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60
Barrels 0 04¾
½ barrels 0 05

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case...$3 55
5 lb. tins, 1 doz. in case... 4 15
10 lb. tins, ½ doz. in case.. 3 85
20 lb. tins, ¼ doz. in case... 3 75
Delivered in Winnipeg in carload lots.

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES
DEL MONTE BRAND

Size	Mam.	Large	Med.
2½ Can	$ 4.75	$ 3.75	$2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can	14.00	12.00	9.00

YUBA BRAND

2½ Can	$3.00	$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can		.90

All prices per dozen—F.O.B. Jobbing Points.

CANNED HADDIES.
"THISTLE" BRAND
A. P. TIPPET & CO., Agents

Cases, 4 doz. each, flats, per case $5 85
Cases, 4 doz. each, ovals, per case 5 85

INFANTS' FOOD
MAGOR SONS & CO., LTD.

Robinson's patent barley, ½-lb. tins, $1.60; 1-lb. tins, $3.00; Robinson's patent groats, ½-lb. tins, $1.60; 1-lb. tins, $3.00.

BEAVER BRAND CORN AND MAPLE SYRUP
Quart tins (wine measure), 2 doz. in case, per case ... 4 70

STOVE POLISH
JAMES DOME BLACK LEAD

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

ORANGE MARMALADE "BANNER BRAND" PURE FRUIT PRODUCTS
JAMS AND JELLIES

2's $2 10
4's 0 35
5's 0 42
7's 0 60
30s, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE

2's, per doz. $2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00
Prices subject to change without notice.

WENTWORTH ORCHARD CO., LTD.
Hamilton and Toronto.

Pure Fruit, Jams and Jellies

Raspberry and Apple, Strawberry and Apple, Peach and Apple, Plum and Apple, Gooseberry and Apple, Black Currant and Apple, Red Currant and Apple: Tumblers, 90c doz.; 12-oz. jars, $1.20 doz.; 16-oz. jars, $1.60 doz.; No. 2 gold tins, $2.30 doz.; No. 4 gold pails, 40c each; No. 5 gold pails 50c each.

Fruit Pie Filling

Raspberry flavor, strawberry flavor, peach flavor, plum flavor, gooseberry flavor, No. 2 gold tins, $2.30 doz.

Whole Tomato Catsup

½ pints, bottles 0 95
Pint, bottles 1 30

Worcestershire Sauce

½ pints, doz. 0 95
Pints, doz. 1 30

YEAST
White Swan Yeast Cakes, per case, 3 doz. 5c pks.... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs. .....$ 0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes, 5½ lbs. 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lb. boxes, 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs.. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ¼s, ½s, and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Easter Window Display Contest

OF course you have decided to have the usual attractive Easter Window Display this year. You will not let an opportunity slip by for extra business and splendid advertising, such as a fine window of Easter lines would produce.

When you have your display in shape get a photograph of it and enter it in Canadian Grocer's Easter Window Display Contest. This contest is open to all grocers and clerks in Canada, and it is to be hoped as many as possible will come in it.

All that is necessary when you have your display in shape is to call in a good photographer; have him take a picture of it, and mail it to the Contest Editor, Canadian Grocer, at the Toronto Office.

RESULTS OF SUCH A CONTEST.

A competition of this kind not only helps you sell more goods and gain additional prestige for the store, but it assists every dealer and clerk in the country to produce better windows, to take a greater interest in displays and in general to raise the standard of the grocery business.

Easter comes at the end of Lent. Good Friday is April 21. This is a time when the appetites of many have been sharpened up for the many appetizing foods which they have denied themselves during the Lenten season. It is a time when big sales can be made of goods such as tasty bacon, various lines of cooked meats, cheese, eggs, honey, confectionery, fancy biscuits, etc.

It will thus be seen that the possibilities for a good business around the Easter holidays are large. The public is always, however, in need of suggestions. These must be supplied by the dealer and his selling staff. A good display will go a long way to arouse the interest and attention of customers and of the passerby.

Don't overlook your Easter Window Display and be sure it is entered in Canadian Grocer's contest.

The contest will be divided into two sections, one for grocers and clerks in towns under 10,000 population, and the other for grocers and clerks in cities above that population. The prizes in each class will be: first, $5; second, $3; third, $2, making a total of $20 for the six best windows supplied.

The contest will be judged from the standpoint of Selling Power, Attractiveness and Originalty, in order named.

In ordering photograph see that you get one about 10" x 8". This will show the goods to best advantage. A snapshot is too small.

Get the picture just as soon as the Easter window is in shape, and send it along to the Contest Editor. Contest closes May 1. Address 149-153 University Avenue, Toronto.

Buyers' Guide

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

WANTED

SELL ME ALL YOU HAVE IN STOCK OF Turkish dyes—Color—Moss Green only— price paid 10c a package. Address, A. J. Nolett, grocer, Pierreville, Que.

GROCER WITH TWELVE YEARS' EXPERIence in retail business and knowledge of crockery. Open for engagement. Married. Box 134, Canadian Grocer.

A MAN WITH GOOD CHARACTER. TEMperate habits, good experience. Can produce good references if necessary. Is desirous of making a change from preseut position as manager in grocery department. Box 135, Canadian Grocer.

A BRITISH REFINING COMPANY MAKING butter substitutes, beef lard, vegetable lard, beef suet, etc., need agent or purchasing distributor for Canada. Write: Refiner, c|o Canadian Grocer, University Avenue, Toronto.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED, MEN—YOUNG MEN AND BOYS in every town to represent our publications. A liberal commission and bonus on all orders. As a whole or spare time "money maker" the opportunity is unexcelled. Write to-day for full particulars. The MacLean Publishing Co., Dept. F, 143-153 University Ave., Toronto, Ont.

WANTED—MEN. ARE YOU CAPABLE OF organizing and controlling a subscription sales force? If you are, you are the man we want to get in touch with. We have a plan that will make you "real money." Part or whole time accepted. Drop us a card for full particulars. The MacLean Publishing Co., 143-153 University Ave., Dept. F, Toronto, Ont.

FOR SALE

FOR SALE—GENERAL STORE, CASH BUSIness, in a live country location, stock $3,000; turnover, $15,000. Price and terms right; send for prospectus. Wilton Bros., Kneehill Valley, Alberta.

TANGLEFOOT

The Non-Poisonous Fly Destroyer

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

OAKEY'S KNIFE POLISH

WELLINGTON

JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto St. Toronto — 52 Can. Life Bldg. Montreal

When writing advertised kindly mention that you saw it in this paper.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

A want ad. in this paper will bring replies from all parts of Canada.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS . ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

When writing advertiser kindly mention that you saw his ad. in this paper.

No. 42

Data with Bait

(Canada's 105-year-old Pioneer)

On the Firing Line in '85

"You were just a little shaver then, lad—the year of the Riel Rebellion. It's about 31 years ago now, but to me it seems but yesterday. I well remember seeing the troops going off to the front, and 'tis often I wished myself younger so that I could take a hand. But an old lad of my age—I was about 75 then—could hardly stand the racket of active service, and it was much harder then than to-day. Why, lad, some of the old veterans have told me that their greatest comfort on the march, or in the camp, was a chew of tobacco.

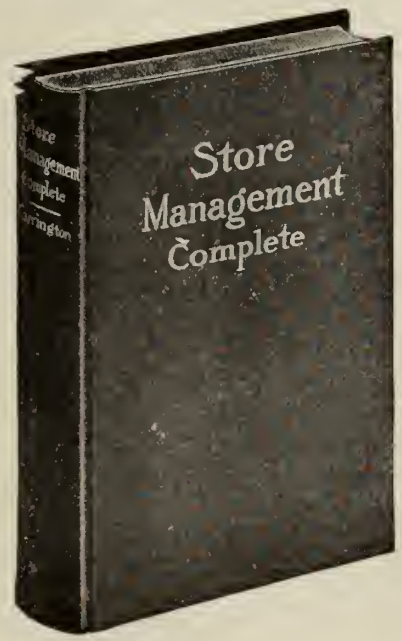
"But it wasn't as nice as **King George Navy**, of course—I often think how the boys of '85 would have liked a good plug of **King George**. Smith, the Grocer, tells me that his sales of this grand chew is all the time growing.

"You take it from me, lad—and I ought to be some judge, you know—**King George Navy** is the best chew on the market."

Do you sell **"King George"?**

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

ARE YOU THE MAN AT THE HELM?



Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a round-about way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete"). It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.
143-153 University Avenue **TORONTO**

A FEW HOURS TIME
Netted Him $13.75

Arthur W. Rundle of Toronto recently read in one of our advertisements that we wanted to get into touch with young men to represent us. He applied in person for a position, was accepted, and has since qualified in every sense of the word—by making good, both for himself and for us.

During his first three days, he worked on an average of five hours a day. The results of his efforts netted him $13.75 in Cash. We paid Mr. Rundle better than $1.00 an hour, for every hour he worked. He came to us without previous selling experience; he had no first-hand knowledge of business, but he did have confidence in himself and in our plan. This is one of the **few** instances of how our boys are making good.

The results of Arthur W. Rundle's success can easily **be duplicated** in your town and by you. We want more young men who are possessed of lots of energy and an ambition to get ahead. We want to make an appointment right away in your community — who knows but what you are just the man we are looking for?

Anyhow write us and let us explain our plan to you. Simply say: "Show me how to make profits out of my spare time."

The MacLean Publishing Co. Limited

143-153 University Ave.

TORONTO CANADA

INDEX TO ADVERTISERS

A

Anchor Cap & Closure Corp. Inside front cover
Anglo-B.C. Packing Co. 9
Assignees Agents 52
Atlantic Sugar Refineries .. 1

B

Baker, Walter, & Co., Ltd.. 49
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co....Inside back cover
Borden Milk Co. 3

C

Canadian Cereal & Flour Mills Co. 43
Canadian Salt Co. 4
Cane, Wm., & Sons Co., Ltd. 4
Catelli, C. H., Limited 44
Chase & Sanborn 16, 45
Church & Dwight 8
Clark, Ltd., W. 5
Concord Canning Co. 12
Connors Bros. 8

D

Davies & Sons, S..... 16
Dominion Canners ..Back cover
Dustdown 14

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 46
Eureka Refrigerator Co. ... 15

F

Fearman, F. W., & Co..... 50
Federal Reporter 14
Freeman Co., W. A. 48
Furnivall New 12

G

Guelph Soap Co. 8

H

Hamilton Cotton Co. 11
Hargreaves (Canada), Ltd... 9
Hillock & Co., John ..... Inside front cover
Hygienic Products Co. ..... Inside front cover

I

Imperial Extract Co. 6

J

Jenkins & Hardy 52
Jennings Co., A. E. 6

L

Lambe & Co., W. G. A. ... 14
Leacock & Co. 15
Lemon Bros. 49
Lightcap, O. F. 14

M

Mackenzie & Morris 14
Maclure & Langley, Ltd.... 14
MacNab, T. A., & Co. 14
Magor, Son & Co. 16
Mathieu, J. L., & Co. 12
McCabe, J. J. 49
McVittie & Price, Ltd. 4
Millman, W. H., Sons 14

N

National Licorice Co. 9

O

Oakey & Sons, John 52
Oval Wood Dish Co. 7

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd... 14
Phillips & Son, R. 14

R

Red Rose Tea Co. 15
Reunie Co., Wm. 9
Rock City Tobacco Co. 53

S

Shidznoka Ken Tea Guild .. 13
Smith & Son, E. D. 2
Star Egg Carrier & Tray Mfg. Co. 14
Stevens-Hepner Co., Ltd. ... 4
St. Lawrence Sugar Refining 11
Symington, Thos., & Co..... 11

T

Thum Co., W. O. 52
Toronto Salt Works 52
Trent Mfg. Co. 52

W

Walker, Hugh, & Son 48
Watson & Truesdale 14
Webb, Harry 14
Welch Grape Juice Co. 7
Wethey, J. H., Ltd. 49
White & Co. 49
Wigle, Lewis 14
Whittemore Bros. Corp. 45
Woodruff & Edwards 9
Woods & Co., Walter 50

Perhaps You Are a Careful and Close Buyer

IT may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

> That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

> Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of $3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the $3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of $3.00 a year, the chances are that you will not hesitate to pay the $3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

> Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

THE FINANCIAL POST
OF CANADA

143-153 University Ave., Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit $3.00 to pay for my subscription on receipt of bill.

Name .....

Address.....

.....

If Spare Time Means Dollars to You

If an extra $5.00 or $10.00 a week interests you and you have two or three hours a day that you can spare, let us tell you how that much time can be turned into money. The more time you have the better the pay. We'll buy all you have and pay cash for it.

We need bright, active, hustling young men as district representatives. We will within the next month make hundreds of appointments—why not write at once and **secure** your district. If you are looking for an increase in wages, to take care of your many extra summer needs—our plan provides the money for them without interfering in the least with your regular duties.

We need a man in your home town to represent us, and for that **service,** his earnings will be liberal. That, we will tell you all about when you write us.

Do so to-day—next week every minute of your spare time will count for you in cash.

Address

THE MACLEAN PUBLISHING CO

Dept. C. G. TORONTO - CANADA

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and

YOUR REPUTATION will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 to produce, but it sells for

ONLY $10.50, DELIVERY PREPAID.

Send your order to Book Department

MacLean Publishing Co., 143 University Avenue, Toronto, Canada

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Tell Your Customer About Baked Beans

She can buy white beans, of course, at about 12c a lb., in these stirring times. She can soak them, drain and parboil them. She can add pork, sugar, pepper, salt and molasses, and then cook them for hours. The result is baked beans —of a kind.

Ask her to try Simcoe Baked Beans. The process of preparation is reduced to simply heating them. Perhaps one in a thousand can prepare home-baked beans to be as delicious and perfectly cooked as "Simcoe" beans, but the other 999 cannot and have their trouble for nothing.

Sell Simcoe Baked Beans! You will please your customer and insure "repeat" sales. You will also be a member in good standing of the "Made-in-Canada" Club.

Plain, or with Tomato or Chili Sauce

DOMINION CANNERS LIMITED

HAMILTON ∴ ∴ CANADA

1925